

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, OCTOBER 11, 1928



The Difference lies in SERVICE

THE highly developed insurance policy of one reputable company is essentially like that of another, in this year of 1928.

The great difference lies in the *service*:

- in the way a policy's invaluable protection is made to fit your peculiar needs.
- in the professional counsel you receive regarding its functions.
- in the manner in which you are relieved of insurance detail and worry.
- in obtaining for you the best possible policy, with the greatest possible security and the best possible protection.

In a word, the policy becomes more valuable when your insurance agent is competent, energetic, enthusiastic.

The Employers' Group representative in your locality is such a man. He has been selected with extreme care to carry on their policy of "the service that satisfies." You may depend on him, as an ever-increasing number of Employers' policy holders are doing, the country over

Write for our Booklet — "What Is It and What of It"
This insurance primer gives briefly the whys and wherefores of modern insurance. Your request will place you under no obligation — nor will a representative call unless you so specify

THE EMPLOYERS' GROUP

Practically every kind of Insurance except Life Insurance

110 MILK STREET

AMERICAN
EMPLOYERS'
INSURANCE COMPANY



THE
EMPLOYERS'

LIABILITY ASSURANCE CORPORATION, LTD.

There's an Employers' Group Representative in Your Neighborhood

BOSTON, MASS.

THE
EMPLOYERS'
FIRE INSURANCE COMPANY

THIS advertisement is a facsimile of that appearing in current issues of the *Atlantic Monthly*, *Harper's*, *Review of Reviews*, *Scribner's*, *World's Work*, and the *Golden Book* — yes, THE EMPLOYERS' GROUP believes in the American Agency system. We believe that such advertising will benefit the insurance business. We believe that it will benefit particularly the representatives of THE EMPLOYERS' GROUP.

We are proud of the growth of our agency force. We are proud of the large number of loyal agents who have been associated with us for many, many years. At the same time we are glad to say that some agency connections are still available for the competent insurance man.



1904-5 The Russian-Japanese War began in February, 1904 and dragged along into the summer of 1905. In August plenipotentiaries representing the belligerents were brought together by President Roosevelt on board the United States Government Yacht *Mayflower* at Oyster Bay, New York. The formal peace conferences were held at Portsmouth, New Hampshire, where the Treaty of Peace was signed by both parties on September 5, 1905. Russia secured surprisingly favorable terms from the victorious Japanese.

Russian losses in the war were about 388,500; Japanese 167,400.

In 1904, 80 blocks in Baltimore were wiped out with a loss of \$40,000,000. The Fireman's Fund was involved to the extent of about \$300,000. The disaster was too much for the Fireman's of Baltimore whose local business was reinsured by the Fireman's Fund.

Fireman's Fund Insurance Company

FIRE, AUTOMOBILE
AND MARINE
INSURANCE



SAN FRANCISCO
CHICAGO NEW YORK
BOSTON ATLANTA

The Fireman's Fund, Home Fire and Marine and Occidental Insurance Company are good companies to represent.



Quicker Adjustments

When a proof of loss is based on an American Appraisal, adjustment usually becomes a matter of minutes and hours, rather than days and weeks. Thus the distinguishing provability of American Appraisals contributes materially to the lessening of adjustment costs, and to the harmony between insurer and insured.

THE AMERICAN APPRAISAL COMPANY

Atlanta
Boston
Baltimore
Buffalo
Chicago

Cleveland
Cincinnati
Detroit
Dallas
Indianapolis

Kansas City
Los Angeles
Minneapolis
Milwaukee

New Orleans
New York
Philadelphia
Pittsburgh
Syracuse

St. Louis
San Francisco
Seattle
Washington
Berlin, Germany

A N A T I O N A L O R G A N I Z A T I O N



Our stockholders enjoy the annual meetings

MANY an interesting story comes out of the old record books of the Agricultural. It is a bit unusual however, that our stockholders have always taken considerable interest in the business of the company—and that many have attended the annual meetings.

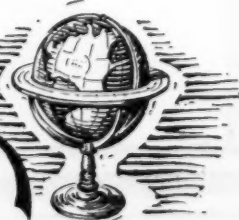
One of the most whimsical incidents is recounted of one out-of-town stockholder who was a regular attendant for many years. Each year he asked one question of the management—as to the relative experience on churches or saloons. “Usually being told that the latter had proved the more profitable he found some glee in it”—probably to the discomfort of some of his contemporaries.

There's a good deal of satisfaction at being part of a business that has lived as long and progressed as favorably as the Agricultural. There's an enviable record in our books—interesting facts, humorous anecdotes—yet all through are constant reminders of sincerity, and admonitions to be square and friendly.

And the pages give abundant evidence that much of the success of our company is due to the welcome cooperation of many friendly agents. That is why we are glad to be known as an “agents company.”



Agricultural
Insurance Company
of Watertown, N. Y.



The National Underwriter

Thirty-Second Year No. 41

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, OCTOBER 11, 1928

\$4.00 Per Year, 20 Cents a Copy

BENNETT INTERPRETS AGENTS' DECLARATION

Secretary-Counsel Speaks at New Hampshire Association Manchester Meeting

OFTEN MISUNDERSTOOD

Principles of Milwaukee Resolution Defined—Urges Strict Compliance by State Agents' Bodies

MANCHESTER, N. H., Oct. 10.—The New Hampshire Association of Insurance Agents is holding its annual meeting at Manchester today, while the Vermont association will meet at Rutland tomorrow. Walter H. Bennett, secretary-counsel of the National Association of Insurance Agents, at the New Hampshire meeting interpreted the famous Milwaukee declaration, urging at the same time compliance with its spirit. Mr. Bennett said in part:

"So varied have been the misinterpretations of the declaration, that it may be well here to set forth just what it means, and more particularly, what it does not mean.

"If I sense the temper and intention of the Milwaukee declaration, it was the purpose of the members there assembled simply to draw a line of demarcation between the insurance companies this organization ought to cooperate with and those companies that they should not support. That line of demarcation was to be drawn in the future. It referred to the future and not to the past. Some future action must be taken by somebody in order to determine whether the practices of a given company conform or fail to conform with the principles of the association.

Published Certain Principles

"And so, the National executive committee stated officially and published to the world certain announced principles. One was ownership of expirations, and another, overhead writing. Another, the writing of lines according to the rules of local boards. Another, discontinuance of the practice of appointing financial institutions. Another, limited agency representation of the same company in the same territory. Those were the five principles laid down as the platform upon which the National association should conduct its future relations with the insurance companies.

"Your executive committee now says that in its judgment the practices of the National Union fall within the scope of the Milwaukee declaration, as intentionally and continuously in violation of two of these principles, the one in opposition to appointment of financial institutions and the other, limited agency representation.

"What does it mean that the National executive committee has said that the practices of a company fall within the scope of the Milwaukee declaration?

SEPTEMBER FIRE LOSSES ARE BELOW THOSE FOR SAME MONTH LAST YEAR

THE fire losses of September, as compiled from the daily records of the New York "Journal of Commerce," reached a total of \$17,182,800, as compared with \$21,875,000 charged against the same month last year, a decrease of 21.5 per cent. The losses for the first nine months of the current year aggregate \$227,061,600, or about 9.5 per cent below the record of the same period the previous year. While the fire underwriters have been enjoying a fairly good loss ratio as to fire risks, they have been called upon to meet rather heavy payments under their windstorm and hail contracts so that the net underwriting results are not as profitable as the fire loss figures might indicate.

The fire losses by months thus far this year with the monthly record of the two preceding years are given below:

	1926	1927	1928
Jan. ...	\$41,112,750	\$37,910,000	\$43,260,800
Feb. ...	30,963,750	26,285,000	41,105,400
March ...	42,854,600	26,807,600	30,377,000
April ...	52,408,400	39,720,000	25,980,600

To get this record perfectly clear before you in the manner in which I think it should be presented, I believe your attention should be called specifically to the language and wording of the Milwaukee declaration.

"It is a document of two short paragraphs—the first setting forth that our members owe their allegiance to those companies whose loyalty to our principles is unquestioned—the second, that it is inconsistent and undesirable for our members to represent any company, the practice of which is intentionally and continuously in violation of our principles.

Often Is Misquoted

"This resolution has been misquoted and misapplied time and again by companies and agents. I have heard it stated, I have seen it published in newspapers, that the Milwaukee declaration is the agreement on the part of the companies no longer to appoint bank agencies. Nothing like that appears in the Milwaukee declaration, and I think we should have it clear in our minds as to just what we are talking about when we refer to a given document.

"Again it is frequently stated that immediately a company is declared in violation the state associations are expected to demand the resignation of every member who represents that company unless he resigns it at once.

"Your National executive committee does not now, and never has contemplated that any state officer should ask any member to resign because he does or does not represent any insurance company.

Other Side of Picture

"The other side of the picture, though, is this: There can be no question that any association of men, gathered together for legal purposes, has a right to say who shall and who shall not belong to that association. The courts throughout the country have upheld this right, wherever it has been tested.

"The universal ruling has been that any state association has a right to set

May ...	32,764,200	20,713,000	23,202,000
June ...	28,676,000	25,481,200	11,123,000
July ...	31,723,400	24,248,600	17,106,400
Aug. ...	27,833,400	24,299,800	17,723,600
Sept. ...	19,300,000	21,875,000	17,182,800

Total 9 mos. \$307,742,500 \$247,333,800 \$227,061,600

The "Journal of Commerce" says:

The destruction of property by fires in the United States and Canada continues upon the more reasonable basis that has prevailed since the beginning of March this year. While a considerable percentage of the losses of the past few months is not justifiable, as the origin of those fires is largely preventable, it is, nevertheless, observable that there has been a marked decrease in the record of those classes of losses which are chargeable to criminal intent or gross carelessness. This is regarded by the fire underwriters as evidence of generally healthy trade conditions in most lines of business and is also believed to be in part due to better underwriting practices in safeguarding against over-insurance and also to the more vigorous policy toward criminal fire losses.

up a standard of membership qualification, and a right to reject an application of any person who does not measure up to the prescribed standards. The National executive committee has recommended a standard application for membership blank, stating that the applicant does not represent a company whose practices violate our principles. With the signing of this statement, the applicant qualifies himself. This same self-qualification is equally appropriate for membership renewal at the beginning of the fiscal year. Every state association has an unquestioned right to say that men possessing certain qualifications shall belong, and that those who fail to meet the test of qualification cannot get in, and I think that is the proper and legal way to handle it.

Action Is Approved

"Now the National executive committee, for the first time since 1926, when the Firemen's, Girard and Northwestern National were declared in violation, has named a fourth company, the National Union, as in violation. The committee's action was approved unanimously and enthusiastically by the convention.

"The committee does not declare a company in violation lightly, or without 'due process.' This statement is borne out by the fact that since the Milwaukee declaration was adopted in 1924, only four of the scores of companies against which complaints have been made, have been so declared. Wherever complaints can be settled by conference, this method has been adopted. It is only when conference fails, and the company in question is proven beyond peradventure to be operating contrary to our principles, that action is taken.

"Unless the states act in unison and in harmony, a National association resolution becomes a weak, ineffectual thing. It takes no prophet to see that these states of glorious New England will keep step with the rest of the country. Let us favor with our premiums those companies which stand with us, and have no traffic with those companies which pronouncedly are against us."

WELLS CUTS DWELLING RATES BY \$500,000 A YEAR

Minnesota Commissioner Not Only Disapproves Increase But Orders Material Reduction

RESULT OF EXPERIENCE

New Schedule Is Added—Premiums Will Be Less Than Before June 18

ST. PAUL, Oct. 10.—Setting aside the dwelling schedules filed last June 18 by the General Inspection Bureau, Commissioner of Insurance George Wells this week ordered new schedules which not only lowered the inspection bureau's rates but in some cases reduced the rates in effect prior to June 18.

Commissioner Wells estimated that his schedules would mean a reduction of approximately \$150,000 a year to property owners compared to the old rates and would reduce premiums in excess of \$500,000 from the rates proposed by the inspection bureau as of June 18. The commissioner's rates are made effective as of June 18. In his memorandum accompanying the schedules, Mr. Wells says:

Holds No Increase Warranted

"It was apparent at the hearing that considerable misapprehension existed in the minds of many people as to the purpose and effect of the dwelling schedules of June 18, 1928. The hearing failed to produce the necessary data to enable the department to render a decision upon the complaints. The department has made a thorough and exhaustive investigation and it appears that, notwithstanding the expressed intent of the bureau to adjust the rates on dwellings without any substantial change in the premium income, the proposed schedules, as near as can be estimated, produce on the basis of the 1926 premium income on dwellings, an estimated increase of approximately \$414,878.

"A review of the experience on dwelling business in Minnesota convinces the department that no increase in the aggregate premium volume on this class is warranted and that certain fundamental changes should properly be made at this time. Instead of the two dwelling schedules previously in use in Minnesota we have ordered the use of three schedules.

Schedule A

"The basis rates on dwellings with unapproved roofs, in use prior to June 18, have been restored in the cities of Minneapolis and St. Paul. The rates on brick, approved roofs, and frame, approved roofs, in these cities have been decreased 2 cents per \$100 per year.

Schedule B

"The second schedule applies to the city of Duluth and the following 17 (CONTINUED ON PAGE 12)

MILO WHITE ELECTED TO HEAD MUTUAL COMPANIES

PREPARE PUBLICITY PLANS

Department of Agriculture Man Says Spontaneous Combustion Causes Many Farm Barn Fires

MILWAUKEE, WIS., Oct. 10.—Milo White of Fremont, Mich., was elected president of the National Association of Mutual Insurance Companies at the closing session of the annual convention here last week. He succeeds F. J. Martin, Seattle, Wash. Burton S. Flagg, Andover, Mass., was elected vice-president and Frank B. Fowler, Indianapolis, was reelected treasurer. W. E. Straub, Lincoln, Neb., was reelected national councillor to the United States Chamber of Commerce.

The Federation of Mutual Fire Insurance companies which held its twelfth annual meeting in conjunction with the convention of the National association, reelected all of its officers. They are: President, Burton S. Flagg, Andover, Mass.; vice-president, A. D. Baker, Lansing, Mich.; secretary-treasurer, A. V. Gruhn, Chicago.

The 1929 convention of the two groups will be held in Indianapolis.

A national arson law was asked in a resolution adopted by the two organizations in joint meeting and a movement was started to promote publicity for mutual insurance. B. Rees Jones, Des Moines, Ia., was made chairman of a committee which will make plans for preparing new textbooks for colleges and universities, to give information on mutual companies.

Spontaneous Combustion Serious

Joseph E. Kennedy, deputy insurance commissioner of Wisconsin, was one of the speakers during the convention and he advocated that mutual fire companies of the state organize for the purpose of making regular inspections of insured property.

Spontaneous combustion is responsible for many of the mysterious barn fires occurring on farms around harvest time, David J. Price, of the United States Department of Agriculture, told the mutual men. He said that fires on the farm and in rural communities cause an annual loss of 3,500 lives and a property loss of \$150,000,000, and of this amount \$30,000,000 can be charged to spontaneous combustion.

Against Compulsory Insurance

The mutual insurance men came out strong against compulsory automobile insurance and James T. Haviland, Philadelphia, declared that insurance companies do not want compulsory insurance. He said that it shifts the responsibility from the drivers to the insurance companies and causes reckless driving. President Martin blamed the states for lax laws affecting licensing of drivers and punishment for reckless driving, and said that if the states would enact more stringent laws, compulsory insurance would be all right.

D. Ray Higgins, Indianapolis, addressing the convention on automobile insurance, advocated that no specific valuation be placed upon the cars and no given sum set in the insurance policy, but that companies agree to pay for actual losses determined by adjusters, as is done in the case of farm insurance.

To Manage Bankers & Merchants

The North British & Mercantile has been appointed metropolitan manager for the Bankers & Merchants Fire of Jackson, Miss., with which company prior to its recent purchase by Union Indemnity interests the British company had a reinsurance arrangement for several years.

COMMISSIONERS' BODY OPPOSES SPECULATION

RESOLUTIONS ARE ADOPTED

Special Committee Headed by Dumont of Nebraska, Presents Findings at Rapid City Meet

At its Rapid City, S. D., meeting the National Convention of Insurance Commissioners adopted three resolutions on buying, selling and merging insurance companies. The resolutions were first submitted to the convention in 1926 in connection with the paper read at the Los Angeles meeting by Commissioner Dumont of Nebraska. Mr. Dumont is chairman of the special committee that presented the resolutions this year. They are:

"Resolved, that this convention here assembled wholeheartedly approves the action taken by the American Life Convention on the subject of the sale of life insurance companies as expressed in a resolution unanimously passed by the said association on Oct. 15, 1925; and be it further

Manipulation Is Condemned

"Resolved, that the National Convention of Insurance Commissioners hereby places itself on record as being opposed to the organization of insurance companies for the purpose of promotion or speculation and further condemns the practice of individuals or organizations that attempt to profit by manipulation of stocks, or by promoting mergers and conversions of insurance companies; and be it further

"Resolved, that each commissioner voting for this resolution pledges himself to use all his efforts and influence to establish the principles above set forth."

CONDENSED NEWS OF THE WEEK

Commissioner Wells orders reduction of rates in Minnesota. **Page 3**

September fire losses show reduction from same month last year. **Page 3**

Life company attorney gives comprehensive review of bank agency problem. **Page 5**

Western Insurance Bureau in session at Old Point Comfort. **Page 4**

Expansion program for Southern Surety, including proposed formation of a fire company, announced by President Moray. **Page 4**

New suggestions of compromise reported in Kansas rate case. **Page 11**

No action has been taken on the West Virginia situation. **Page 5**

Mutual insurance men meet in Milwaukee. **Page 4**

Work of Insurance Advertising Conference at its annual meeting in Washington, D. C., reviewed. **Page 8**

Many important changes made in new classification manual issued by Bureau of Personal Accident & Health Underwriters. **Page 37**

National Association of Casualty & Surety Agents will appoint a special committee to discuss possibility of getting insurance men more actively in politics. **Page 39**

Association of Casualty & Surety Executives appoints the committee of nine that has been dealing with automobile insurance to cooperate with the American Automobile Association in matters of mutual interest. **Page 40**

F. J. O'Neill, head of the Royal Indemnity, is elected president of the International Association of Casualty & Surety Underwriters and W. G. Wilson of Cleveland is chosen president of the National Association of Casualty & Surety Agents. **Page 37**

CALDWELL INTERESTS TO HAVE FIRE COMPANY

PLAN ANNOUNCED BY MORAY

New President of Southern Surety Outlines Program of Expansion for That Company

DES MOINES, Oct. 10.—Plans are under way to make the Southern Surety one of the largest organizations of its kind in the United States. Such was the statement made by Norman R. Moray in an interview on his arrival here from Hartford to assume his new duties as president of the concern.

Mr. Moray declared that with the backing of Kidder, Peabody & Co., of New York and Caldwell & Co. of Nashville, the Southern Surety has financial connections which will afford practically unlimited means for business growth and expansion.

"We will have no financial worries," said Mr. Moray, "and we expect to branch out conservatively but in a very large way. We plan to organize a large eastern department with headquarters in New York City, and a large Chicago department with headquarters there."

Mr. Moray said the Southern Surety is to be one of a group of three great insurance companies in which Caldwell & Co. and a number of outstanding Wall street financial leaders will be interested. The Southern Surety and the Missouri State Life of St. Louis are two of the group. A large fire insurance company headed by Mr. Moray will be organized by the same financial interests to complete the circle.

Mr. Moray will have no established residence for the present. He expects to divide his time between Des Moines and New York City for the present.

BUREAU MEMBERS SEE KEENER COMPETITION

OUTSIDE COMPANIES ACTIVE

Non-Affiliated Offices Are Becoming More Formidable and Are Edging in Many Agencies

BY HOWARD J. BURRIDGE

OLD POINT COMFORT, Va., Oct. 10.—The meeting of the Western Insurance Bureau is being held here this week with Ralph Rawlings of Rawlings & Hewett, western managers of the Old Colony and Boston, presiding. This is Mr. Rawlings' first meeting after having been elected president at the annual meeting in the spring. There is a large attendance of Bureau company representatives here because of the tense situation in the field. Bureau companies are confronted with outside competition that is growing more keen. New companies that have been organized within the last 18 months or so for the most part have become non-affiliated.

Bore Into Bureau Agencies

They are not able to enter clear Union agencies but inasmuch as the Western Insurance Bureau has not a separation plank in its platform these companies have been boring into Bureau agencies. In a number of cases they are playing higher commissions in order to attract business. The Western Insurance Bureau has a real problem to meet. It is endeavoring to get agents representing Bureau companies to sign a pledge that they will not accept from any company higher commission than regular bureau scale. A number of the Bureau companies are lukewarm in requiring this pledge. Where it is found that excess commissions are being paid some Bureau companies have retired from the agencies as it was found their business was being diverted. It was expected that other Bureau companies under such condition would retire from the agency but such has not always been the case. The main problem before the Bureau, therefore, is this very vital question of nonaffiliated competition.

Rawlings' Presidential Address

In his annual address Mr. Rawlings made reference to the acute competition to which Bureau members have been subjected. He called upon the members of the organization to stand squarely together. He traced the record of the Bureau since its organization in 1911 and outlined its purposes and benefits. He reminded his hearers of the turmoil and strife they had contended with when they operated independently and before they banded themselves together in an organization. He pointed out the desirability of Bureau membership and the necessity for observing the rules.

May Approve Chicago Plan

It is quite probable that the Bureau will approve the so-called Chicago plan as amended by the Western Union for the regulation of brokerage and commissions at this meeting. Some opposition from Neal Bassett, president of the Firemen's, is anticipated. Although H. A. Clark represented the Bureau on the trilateral committee which drew up the Chicago agreement, he did not sign it. It is believed that Mr. Bassett is opposed to some features of it. He is here, as is Mr. Clark. Most of the members feel that the Chicago plan will pass. It does not, however, loom so large in the minds of most members as the competition of outside companies.

This location was selected for the meeting in compliment to the Hampton Roads Fire & Marine whose home office is across the bay. W. E. McCul-

(CONTINUED ON PAGE 12)

NEW ENGLAND BOARD ADOPTS RESOLUTION

Agents Advisory Body Favors
Strict Enforcement of Mil-
waukee Declaration

SEVERAL STATES TO ACT

Massachusetts Executive Committee to
Introduce Resolution at Meeting
—Other Meetings This Week

BOSTON, Oct. 10.—Action was taken Saturday by the New England Advisory Board, composed of the presidents and secretaries of the six New England state insurance agents' associations, looking to a strict enforcement of the Milwaukee declaration by the withdrawal of agents from representing the four companies held inimical to national association principles, or the resignation of such agents from the National Association of Insurance Agents.

The following resolution was passed by the board. To be binding, it must be first adopted by the executive committee of a state association and then by the membership of the association itself. "Resolved: In view of the desirability of agency organizations acting in unison on the question of the underlying principles of our state organizations and the National Association of Insurance Agents, that the New England Advisory Board hereby recommends to the executive committee of each New England state association that the respective executive committees proceed at once to take action on the practices of those companies heretofore declared by the National association to be in violation of the principles held to be necessary for the preservation of the American agency system."

Massachusetts Committee Meets

The four companies held by the National association to be in violation of its principles are the Firemen's, Girard, Northwestern National and the National Union Fire.

A meeting of the executive committee of the Massachusetts association was held the past week and it was voted to recommend to the state body at its annual meeting this month adoption of the recommendation of the New England

HEARING IN FIREMEN'S CASE SET FOR JAN. 7

COMPANY SEEKS INJUNCTION

Carrier Takes Suit to United States
Supreme Court from Lower
Tribunals

WASHINGTON, D. C., Oct. 10.—Arguments in the suit brought by the Firemen's of Newark to secure an injunction restraining James A. Beha, superintendent of insurance of New York, from refusing to authorize the company to do business in that state were advanced by the United States Supreme Court Oct. 8 for hearing on Jan. 7.

The company charged that the New York insurance superintendent illegally attempted to enforce upon it, a foreign company, the provisions of Section 16 of the New York insurance law, which prohibit a domestic fire insurance corporation from investing a sum exceeding 50 percent of the difference between its gross assets and its outstanding capital in the stock of other insurance corporations.

Refuses to Issue License

Upon refusal of the company to alter or liquidate its investments so as to comply with the law, it is alleged, the commissioner requested the New Jersey commissioner to require the company to accede to the demand and, on refusal of the New Jersey body to do so, announced that the company would no longer be permitted to transact insurance business in New York.

Superintendent Beha has refused to issue a certificate of authority to the company to do business in New York, it is alleged, and has threatened to exclude it from the further transaction of business in that state and has withheld the issuance of the licenses and certificates of authority to which the company and its duly qualified agents are entitled.

The lower courts refused to issue the injunction sought by the company, and it appealed to the United States Supreme Court.

advisory board resolution. It is expected similar action will be considered by the New Hampshire and Vermont agents association at their annual meetings this week. The Maine association has held its annual meeting and took no action along that line.

Coming on top of the notices from

TO ARRANGE MEETING OF UNIFORMITY COMMITTEE

INDUSTRIES ARE DEPRESSED

Managerial Opinion Divided on Extent
of Non-affiliated Competition—
Frequent Field Changes

HARTFORD, Oct. 10.—Since the receipt by W. Ross McCain, vice-president of the Aetna and chairman of the supervisory committee of the West Virginia Uniformity Committee, of the report of the executive committee of the West Virginia Association of Insurance Agents, Mr. McCain has endeavored to arrange a meeting of his committee to go over the matter, but thus far no date has been determined upon.

Managerial opinion is divided as to the extent of the non-affiliated competition, some executives maintaining that it is increasing substantially, while others contend that its growth is comparatively restricted; the non-association companies not being especially anxious for business in the state.

Glass Industry Depressed

The lumber industry, which at one time was important in West Virginia has fallen off considerably in late years, though the expectation is that it will be rejuvenated, there being large tracts of fine virgin timber in the state awaiting cutting. This business, aside from the mills, was also favorably regarded by the insurance companies in the earlier days, the prevailing commission rate on the class then being 20 percent. The glass industry in West Virginia is greatly depressed just now, and it is doubtful if it will ever be revived, many of the mills in and about Clarksburg being permanently closed.

For some unaccountable reason managers say, changes among the special agency force in West Virginia are more numerous than in any other territory, presumably because of the transfer of men to larger fields once they have demonstrated their ability to handle themselves in the difficult West Virginia sections.

Eastern Underwriters Association that mixed agencies must clear themselves of non-union companies or lose their representation of union companies, expressed in no uncertain terms, the agents of New England are faced with some important matters to decide for themselves in the next few weeks.

BANKING AGENCY ISSUE THOROUGHLY TREATED

Attorney E. M. Grossman Ad-
dresses American Life Con-
vention Legal Section

DISCUSSES LEGAL PHASE

Weights Arguments and Answers for
and Against Bankers Acting as
Insurance Agents

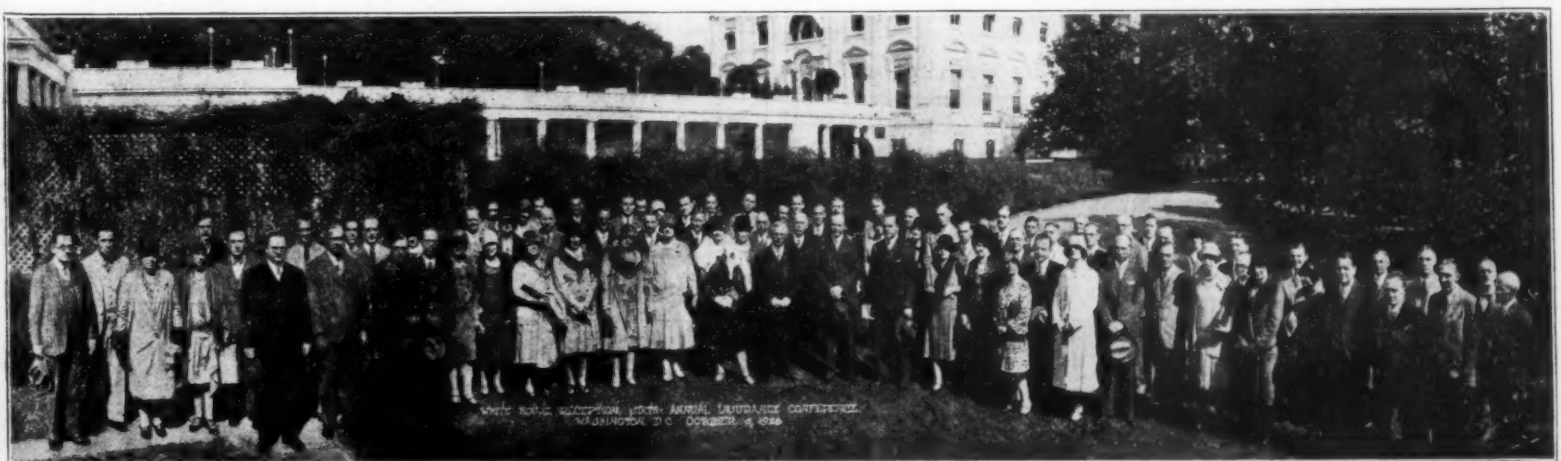
ST. LOUIS, Oct. 10.—"Shall Banks and Trust Companies Be Insurance Agents and the Legal Questions Involved," was discussed by E. M. Grossman, general counsel of the Central States Life at the meeting of the Legal Section of the American Life Convention here. He traced the history of the Bank of Italy controversy which has attracted much attention. He said that California was not the only state in which the questions of insurance agencies and bank has arisen. He mentioned the disputes which have been brought up in the activities against bank agencies by different agency associations of various states.

The chief argument against bank agencies, Mr. Grossman said, was that coercive methods were used. It is charged that banks would and do write insurance by means of control of credit or by using confidential information. It is also said that they substitute prestige and influence for salesmanship and that the general adoption of the policy of bank agencies would bring back into insurance solicitation many of the old pernicious practices which have been abandoned by regular agents. These arguments are answered by the advocates of bank agencies by denying that coercion and other questionable methods are used and that the opportunity to solicit insurance is equivalent to control.

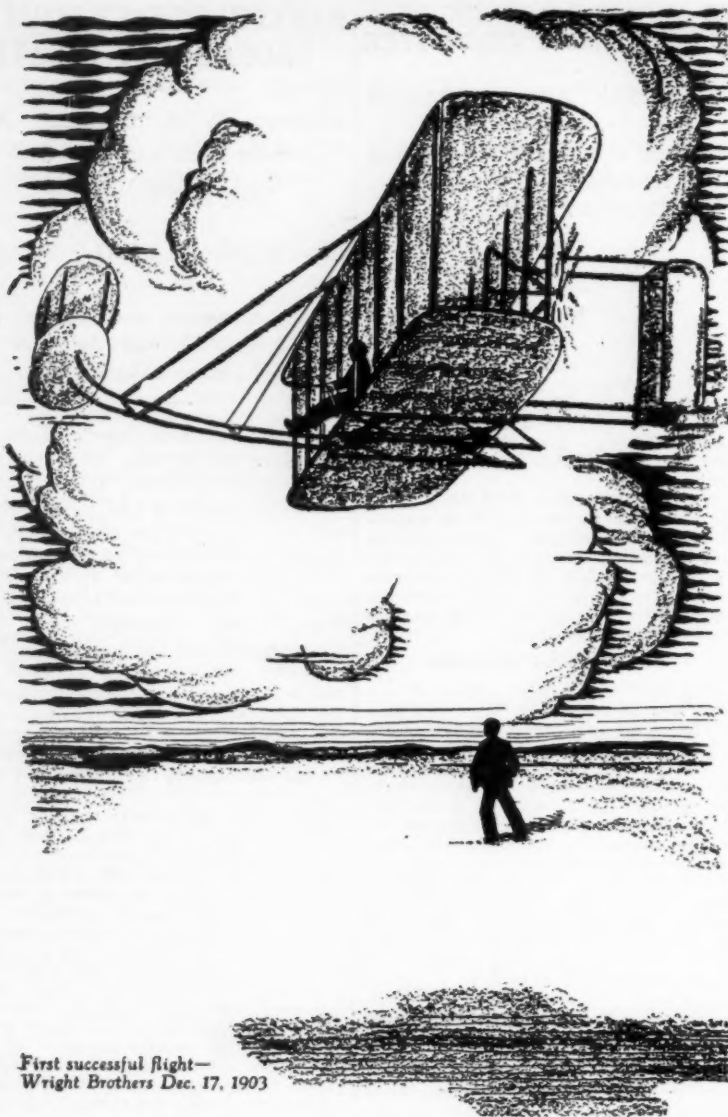
Temptation Too Great

"Furthermore," they say, "if coercion would be used, it would defeat its own end by destroying the customer's confidence in the bank. To this answer the reply is made that the mere temptation to abuse the confidence of the customer, by using "inside information," even if not actually taken advantage of,

INSURANCE "AD" MEN PHOTOGRAPHED WITH PRESIDENT COOLIDGE



A call upon President Coolidge was made by the members of the Insurance Advertising Conference while they were in the national capital last week. They dropped in to pay their respects to the chief executive after their last business session. A group picture was snapped on the White House lawn. On the right of the President is C. E. Rickerd, manager of the advertising department of the Standard Accident, the newly elected president of the Advertising Conference. At the President's left is Clifford Elvins, advertising manager of the Imperial Life of Canada, who retired as president of the Conference at the Washington meeting.



First successful flight—
Wright Brothers Dec. 17, 1903

"A MAN might as well try to fly," was the contemptuous retort to the impossible in the early part of this century. But two brothers, Wilbur and Orville Wright, preferred to doubt this popularly accepted view.

Their early training was limited to kites, but later they took to gliders and ultimately the motor driven airplane. In spite of natural laws, after men of learning for 400 years had tried and failed, these two brothers, as a matter of sport, taught man to fly in heavier than air machines.

However, though the law of gravity was circumvented it has not been overcome. Motor mishaps occur and planes fall, often landing on valuable property. The Home, abreast of the times offers Airplane Property Damage insurance among its other forms of property loss indemnity.

THE HOME INSURANCE COMPANY NEW YORK

1853 1928
THE HALLMARK OF INSURANCE
Seventy Fifth Anniversary Year

will cause suspicion and distrust, not only of the banks, but of the whole insurance business.

"Another charge made against banks writing insurance," Mr. Grossman continued, "is that, in the case of life insurance, they induce the customer to have the bank made beneficiary, where it has lent him money, by making the policy payable to his estate instead of to his family. For the purposes of this argument, it is immaterial whether, as a matter of ethics, it is proper for a man to provide for his family in preference to his creditors, the real point of the argument being that the individual should be allowed to decide this question for himself, and that the advice of the bank in such a case could not be disinterested.

Create Unfair Advantage

"But there are other arguments which have been made against bank agencies, entirely aside from the charges of questionable practices. One of the most frequently emphasized is the argument that such agencies create conditions of favor or advantage over other agencies, and will thus eventually destroy by competition the entire agency system which has built up the insurance business. The destruction of the agency system, it is argued, will be against the best interests not only of the agents themselves, but of the companies and the public; it will give the policyholders service inferior to that now furnished by life insurance representatives, for bank clerks could not give clients the expert advice now demanded of insurance underwriters; the individual position of the agent would disappear; the company's control over agents would be diminished; and the advantages now obtained by the high-grade education of insurance underwriters would be lost. Possibly competent men would be employed to head the insurance departments of the larger banks, but this would not be the case in small country banks, and, in any case, insurance would be merely a side line. Even if the competition of banks would not entirely destroy the agency system, it is said, it would seriously disrupt it, by destroying agency loyalties and driving good men out of the business.

Answer to Argument

"To this line of argument several answers are made. Some of the advocates of bank agencies deny that the agency system will be destroyed by bank competition, pointing out that companies now have numerous agents who are employees of banks, and who have not driven the other agents out of business, that other agents can keep their position secure by rendering better service; and that the expense of outside solicitation by bank employees would render impossible any effective competition with more efficient agencies. If the volume of insurance business is increased by banks, it will be a benefit to the companies and to the public, and the net result will be a greater popularity of life insurance, rather than a taking of business from the agents.

Destruction Inconceivable

"Another line of argument is based, not on the position that the destruction of the agency system is inconceivable, but on the idea that, if it is destroyed, it will be because the bank system is better, and the companies will have found the agency system inadequate. The mere fact that the insurance business was built up by the agency system, it is maintained, is no reason why that system should continue to monopolize the field, if a better method can be found, and banks are in many respects fitted to serve the public and the companies as well as, or better than, the agents. Banks are in the best position to know the needs of their clients and to advise them as to the soundness of the company and the selection of coverage; banks are financially able to account to the companies for premiums more promptly than most agents; they know better the actual insurable value

(CONTINUED ON PAGE 35)

E. U. A. DECIDES TO STAND PAT ON RULES

NO AMENDMENT IS MADE

Association Arrives at "Definite Decision" in Matter of "Clear" Agencies

"It was decided to make no amendment to the rules as to the obligation of members domiciled in 'clear' agencies," said Sumner Rhoades, manager of the Eastern Underwriters Association, following the first fall meeting of that organization. In full Mr. Rhoades statement was:

"Besides the various routine matters, the association came to a definite conclusion in regard to the rules governing 'clear' agencies. It was decided to make no amendment to the rules as to the obligation of members domiciled in 'clear' agencies.

Companies Made Members

"Before taking action on this subject, the association elected to membership the following companies: Empire State of Watertown, N. Y.; Halifax Fire, United States branch; Bankers & Merchants Fire of Jackson, Miss.; Mutual Insurance Company of Hagerstown, Md., (stock company); Great National of Washington, D. C.; Raritan Valley of Raritan, N. J.

"The New Jersey situation was briefly considered and, in view of the fact that no decision from the court as to the constitutionality of the recent amendment to the insurance law could be expected in the next few weeks, it was decided to extend the time limit of the present Eastern Underwriters Association commission scale for New Jersey until Dec. 31, 1928.

Boston Scale Temporarily Suspended

"The scale of commissions and agreements previously adopted for Boston were temporarily suspended, pending the completion of negotiations between the Boston committee and the Boston agents, inasmuch as an argument is believed to be nearly consummated.

"The association voted that commissions on use and occupancy to 15 and 25 percent in ordinary territory should be at the same rate as named for property damage on the building wherein or whereon such use and occupancy applies."

The decision of the association to enforce one of its basic rules is not directed primarily at the Firemen's of Newark group, which body was not even mentioned throughout the course of the gathering, but rather is directed at non-affiliated companies as a whole, a number of which have made persistent efforts of late to find lodgement in clear agencies, though with but limited success.

It is estimated that close to 85 percent of all agencies in ordinary E. U. A. territory are now cleared. A complete list of company members of the governing organization, revised to date, has been issued. Copies will be sent to all agents asking that they carefully note whether companies in their respective offices are listed thereon, and, if not, to advise the names of the non-affiliated companies. Attention will be directed at the same time to the rules dealing with the matter.

Pieper Given Home Office Post

C. E. Pieper, who has represented the Rhode Island group as special agent in Ohio for the last five years, on Nov. 1 will take a responsible post at the home office of the group in Providence. The vacancy in the Ohio field will be filled through selection of a competent man by Freeman Wilson, senior special for the group in Ohio. C. E. Pieper is a son of Emil G. Pieper, president of the Rhode Island, and inherits many of the admirable traits of his father.



Mrs. Leary's Cow

ONE fatal Sunday night in the year 1871, so the story runs, a certain Mrs. Leary, living at 508 DeKoven Street, Chicago, picked up her pail and lantern and started toward her barn to secure some additional milk from Pansy, her favorite cow. Pansy, however, indignant over, what seemed to her, unreasonable demands, showed her displeasure by lifting her heels and kicking over the lantern, thereby assuring herself of a place in history as the cause of the great Chicago fire of 1871.

Although the passing years have shown that the story of Mrs. Leary and Pansy were but the figment of the fertile imagination of a young newspaper reporter, they can never dim the disastrous effects of that great catastrophe which remains a classic example of devastation wrought by fire.

Not only during Fire Prevention Week but every day in the year agents should strive to educate their community in fire prevention methods, for in rendering this valuable service they cannot help but increase their own business. For over seventy-five years—long before the Chicago fire—THE SPRINGFIELD FIRE AND MARINE INSURANCE COMPANY has been offering dependable fire protection and is ever willing to co-operate with its agents in the conduct of their business.

SPRINGFIELD FIRE AND MARINE INSURANCE COMPANY

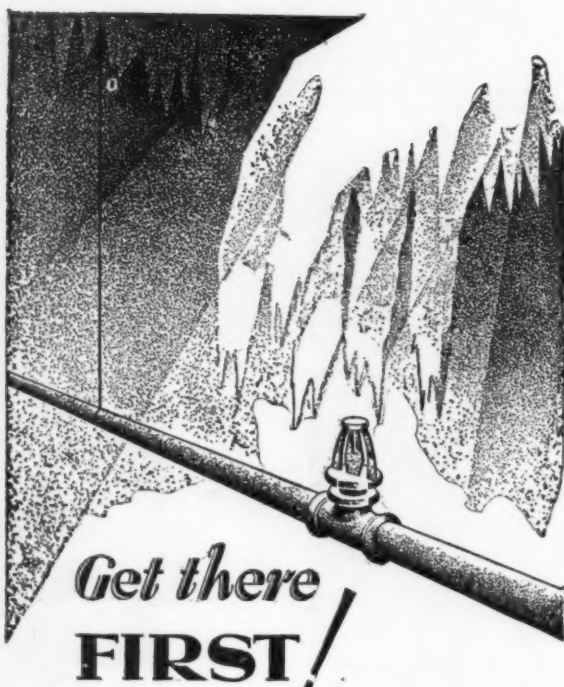
SPRINGFIELD, MASSACHUSETTS, U. S. A.

GEORGE G. BULKLEY, *President*

Western Department
HARDING & LININGER, *Managers*
Chicago

Pacific Department
GEORGE W. DORNIN, *Manager*
San Francisco





EVERY hour the icy hand of winter draws nearer. Some stark, cold night, not so far distant, it will close in—surely—relentlessly—.

A certain number of automatic sprinkler systems will freeze, crack, and prematurely release the flood of water meant for safety.

Agents of this Company are making a drive now to cover all sprinklered risks in their territories by Sprinkler Leakage Insurance and are forestalling accidents, wherever possible, by preaching closed windows and other necessary precautions.

When the icy clutch of winter descends, if it should succeed in damaging sprinkler equipments, no clients of our agents should suffer a loss, as our agent will have been there first with the never failing protection of a Sprinkler Leakage Policy—IN

**THE LIVERPOOL
AND LONDON
AND GLOBE
Insurance Co Ltd**

80th
Year in the
United States

Executive Offices: 1 Pershing Square
Park Ave. at 42nd St., New York, N. Y.

Pacific Coast Dept., San Francisco, Calif.

THE NATIONAL INSTITUTION WITH A WORLD WIDE BACKGROUND

VIGOR, ENTHUSIASM CHARACTERIZE MEET

Insurance Advertising Conference
Convention Develops Interest
in Most Who Attend

MANY NEW IDEAS GIVEN

Suggestions Are Made for Guaranteeing
to All Delegates Greater Good
from Sessions

Those who attend the annual conventions of the Insurance Advertising Conference are always impressed with the snap and vigor with which its programs are carried through. There is an air of efficiency about these gatherings that is scarcely to be matched by any other insurance organization. The members are, for the most part, young, eager and full of new advertising ideas. They are ready and willing to expound their theories on the convention floor and usually do so with great gusto. When they get together at their annual round-up as they did at Washington, D. C., last week, there is developed so much material that it is impossible to absorb and digest it.

In fact, the one thing the program makers of the conference must guard against is that the sessions must be so divided as not to permit a fire member, for instance, to waste time in listening to ways and means of developing life insurance advertising. There could easily be a more definite and logical division of the membership at the group sessions. As an illustration, there need not be a splitting up of the fire and casualty members. Why should there be? They both have the same problems. They both have the same agents. They both operate their advertising departments in very much the same way. They should be kept together as much as possible during the entire convention.

Life Groups Needed

The next separate group should consist of the members whose companies write ordinary life. The third group should be composed of members interested in industrial life and accident business. The ordinary life men have little in common with their industrial conferees, but the industrial men, whether accident or life, have the same problems. Both get their business in the same way and at these conference meetings business getting and not underwriting problems are discussed. These are the three general groups that should be kept together at the meetings and separated as little as possible. It was clear at the Washington meeting that the group sessions were a distinct success, but the so-called general sessions did not "click." At these, general advertising ideas were offered. They interested some but not all. The point is that each group has its special problems. When these are being discussed real benefit is derived, but when anything else is being considered the value of it is doubtful.

One General Session Suggested

A concrete suggestion is that there be only one general session, say on the first morning, and that all of the rest of the convention be divided in three group meetings, viz: fire and casualty, ordinary life, and industrial life and accident. At present the conference meetings bring out a large life delegation, a fairly good fire group, but a rather small casualty representation. At the Washington meeting members from only ten casualty companies were registered. The life companies are sending

more and more members each year.

Some insurance organizations have a hard time arranging attractive annual programs. Their meetings are, as a consequence, quite dull. This is anything but the case with the Insurance Advertising Conference. It, on the contrary, has to guard against presenting too much "good stuff." There is a wealth of material brought to the surface at every session. The amount of "stuff" must really be held down in order to prevent the program from becoming confusing. All that is needed is that the various classes of members be more definitely divided into groups, and kept in groups during most of the convention. In this way they will get the most out of the meeting, and no time will be wasted.

Only Managers May Vote

The amendment permitting those not acting as advertising managers of insurance companies to vote at annual meetings is not effective. It was drawn up by a special committee and voted upon favorably by mail. It was not, however, ratified by the executive committee. In order to defeat it, the executive committee failed to ratify it at Washington. The result is, therefore, that the amendment is non-existent.

This is the question that almost split up the conference. In order to improve the organization's financial condition some wanted to open up voting membership to advertising agency men, members of the insurance press, representatives of advertising novelty houses, etc. Others opposed this move, contending that only advertising managers of insurance companies be allowed to vote. The defeat of the amendment, through failure of the executive committee to ratify it, means that the latter group came out on top.

Two slates of officers were offered by the two factions. It is hoped by all of the real friends of the conference that this matter will not cause disruption, and that the organization will go ahead unhampered by internal strife. There is much cooperative and constructive work to be done, and it can be accomplished only by a united and cohesive organization.

Porto Rico Losses Heavy

A report from the American Foreign Credit Underwriters on damage caused in Porto Rico by the recent hurricane includes the following paragraph:

"Some bankers and important business men estimate losses at between \$25,000,000 and \$35,000,000, while in other quarters this figure is considered small. It is reported that the major portion of the sugar crop had already been harvested and that around two-thirds of it had been shipped to the United States, and it is also stated that this same condition applies to the tobacco crop. However, great damage has been caused to the coffee and citrus fruit crops and some communities have lost their entire crop. The coffee crop for the present season was estimated at over \$12,000,000, while the fruit crop was expected to exceed \$7,000,000. An encouraging note received from a source is that about three-quarters of the total value of the coffee crop was insured and that a good portion of the bean falling from trees will be recovered."

AETNA FIRE PLANS 50 PER CENT INCREASE IN CAPITAL

HARTFORD, Oct. 10.—Directors of the Aetna Fire voted to increase its capital from \$5,000,000 to \$7,500,000 at a meeting held Oct. 8. It is proposed to issue one new share for each two shares now held. A special stockholders' meeting has been called for Nov. 12 to pass on the proposed increase.

Thomsen Made Assistant Secretary

H. J. Thomsen has been elected assistant secretary of the American Equitable, the Knickerbocker and the New York Fire, all members of the Corroon & Reynolds group.

FIRE — AUTOMOBILE — WINDSTORM — SPRINKLER LEAKAGE — MARINE



QUEEN

Ins. Co. of America

Queen Agents from ocean to ocean
are safeguarding with Good Insurance
the Capital and Savings represented
in the Industries, Commerce, and
Homes of America.

INCORPORATED IN NEW YORK STATE 1891

CAPITAL \$5,000,000

HEAD OFFICE: 150 WILLIAM STREET, NEW YORK CITY

WESTERN DEPARTMENT
F. P. HAMILTON, MANAGER
CHICAGO

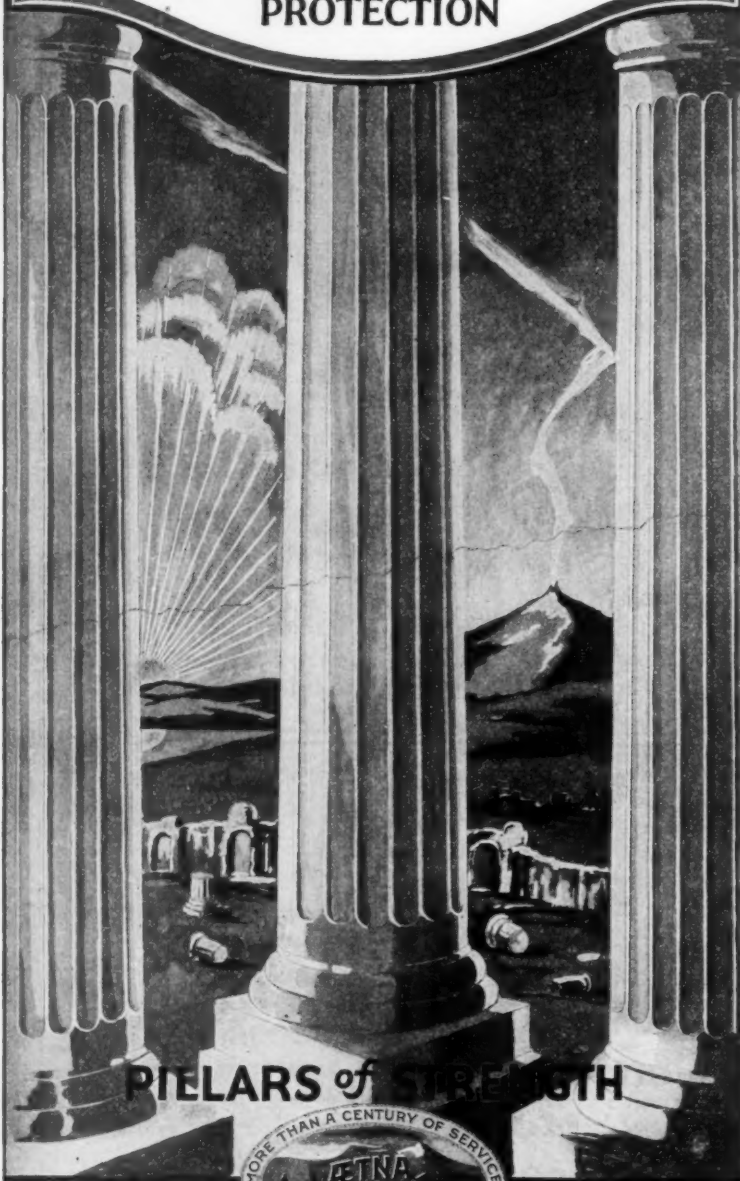
SOUTHERN DEPARTMENT
S. Y. TUPPER, MANAGER
ATLANTA

PACIFIC COAST DEPARTMENT
H. R. BURKE, MANAGER
SAN FRANCISCO

USE AND OCCUPANCY — RIOT AND CIVIL COMMOTION — PERSONAL EFFECTS FLOATER

THE AETNA FIRE GROUP

Three Strong Companies
Providing Dependable Insurance
in FIRE and ALLIED LINES
and in CASUALTY and SURETY
PROTECTION



PILLARS OF STRENGTH



AETNA
(FIRE)

INSURANCE COMPANY

THE WORLD FIRE &
MARINE INSURANCE CO.

THE CENTURY INDEMNITY CO

CLEAR STATEMENT OF NATIONAL BOARD WORK

Charles C. Hannah of Fireman's
Fund Talks to New Hamp-
shire Agents

RENDERS PUBLIC SERVICE

Safety of Life and Property, With
Lower Rates, Due to Com-
pany Efforts

MANCHESTER, N. H., Oct. 10.—Speaking before the New Hampshire Association of Insurance Agents at its annual meeting at the Manchester Country Club today, Charles C. Hannah, manager of the eastern department of the Fireman's Fund, had the following to say on the topic of "Fire Insurance and Public Service:"

"It can be taken for granted that you are thoroughly familiar with the purely business side of fire insurance, its routine, rules, coverages, rates, loss adjustment procedure and policy contracts. All this is part of your equipment and many of you have attained a truly astonishing degree of efficiency, well qualifying you as experts.

Phase Not Well Recognized

"I want to talk about a phase of the operations of this great business that is not as well known, or perhaps it might be better to say not as thoroughly recognized, believing that it is just as important that you be acquainted with the public service activities of your calling as with its rates and forms.

"From its earliest beginnings, fire insurance has exemplified the spirit of public service. The original fire-fighting-insuring companies from which present-day, stock fire insurance corporations have developed, filled an urgent community need, and it may be truly said that the same need is being met in larger ways by the same agencies today.

"With the emergence of fire insurance as a business, the scope of those public-benefit activities has expanded and in this twentieth century we find stock fire insurance fighting the battle against fire, scientifically and effectively, on behalf of all communities.

Normal Functions Beneficial

"Fire insurance in its normal, business functioning renders a very definite and high character of service to mankind in that it provides financial protection against loss, for individuals and for business enterprises of all kinds. It safeguards credit, which is the foundation of modern business, acting in that capacity as the caissons under that foundation which keep it steady and secure, while credit, in turn, supports the mighty structure of present day industry; it watches over the investment of the individual in his home and thereby gives the security which enables him to devote his energies to fruitful labors elsewhere.

"But these are its natural employment and I would direct your thought more especially to the voluntary service performed that does not directly involve the sale of policies and the collection of premiums therefor.

Work of National Board

"Stock fire insurance makes its largest contribution to public welfare through a splendid organization known as the National Board of Fire Underwriters, composed of some 221 companies doing business in this country. Annually the association expends thou-

sands of dollars on public-service activities and practically all of the chief executives of insurance companies devote a large amount of time to the direction of its important affairs. It was founded 62 years ago and its beneficent influence has steadily extended.

Experts Are Maintained

"It maintains a large corps of engineers and other highly-trained experts, who are constantly engaged in research, inspection, statistical compilations and analysis, and other constructive work. The following are a few of its undertakings and purposes, all carried out under the direction of committees of company executives:

"The introduction of improved and safe methods of building construction: The National Board is constantly influencing and encouraging the development of new and improved ideas of construction, designed to retard and resist fire. Standards are set up for the guidance of architects, builders and municipalities.

"Municipal inspections: Highly-trained men devote their entire time to the inspection of cities and towns and their findings are reported back to the authorities of those cities; practical recommendations and suggestions are outlined for improvement in fire department methods, personnel and equipment, water-pressure systems, fire-alarm installations and all other features connected with adequate protection, and, in addition, attention is drawn to faulty construction and conflagration hazard by section, block and district.

Safeguard Life and Property

"The formulation of improved building codes and model ordinances: In this department are devised rules, designed to regulate hazards to life and property and standards are set governing the installation of hazardous and protective devices. In connection with this last mentioned feature, under the general direction of the National Board, the Underwriters' Laboratories at Chicago maintains a splendidly equipped plant for the testing of materials and protective devices. This branch of the organization approves and labels, or rejects the submissions, entirely on their merits. The Underwriters' Laboratories label has become a standard of efficiency recognized by all lines of industry.

War on Arson

"Incendiarism and arson are warred on relentlessly by a department devoted to the investigation of suspicious fires and by the framing of uniform arson laws, which have already been adopted in a number of states.

"A very important part of the work undertaken by the board is its educational program through which it is sought to acquaint every individual with fire dangers and to engage the cooperation, even of the children, in reducing the fire waste. Fire Prevention Week is a direct outgrowth of this work. Time does not permit the setting forth in further detail of the painstaking efforts of this organization in its great public service enterprises.

"Now, what are the direct results and accomplishments of these vast voluntary activities?

Protects Human Life

"Lives are preserved. What can compare with the present and potential value of the life of a single child? The work of the National Board in its influence on the construction of schools and other buildings where children are concentrated, has unquestionably reduced the number of institution fires and, therefore, has as truly saved lives as though these helpless ones were snatched from the very path of an on rushing conflagration. What nobler conservation movement could be conceived and, if the contribution of fire insurance was limited only to this, it would still be eternally worth while. The lives of workers in great industrial plants, office buildings and mercantile establishments

have been likewise safeguarded by improvement in construction and the confining of hazards through this splendid work.

Stops Economic Waste

"Property is conserved. Not only are individual buildings improved, with a consequent reduction in the number of fires, but the possibility of disastrous conflagrations is materially lessened. Fire is a great economic waste and the levelling of an entire business or dwelling section of a city means that otherwise productive labor and capital must be devoted to restoring what has been, in many instances, needlessly destroyed.

"Money is saved. Insurance costs are reduced, for the inevitable result of improved construction and safeguarded hazards is diminished fire loss probabilities with reduction of insurance rates naturally following.

Results in Reduced Rates

"An interesting spectacle this, of a great business performing definite public service directly and indirectly and thereby tending to reduce its own income.

"It is significant in this connection that in the face of steadily advancing costs in every other line, the average fire insurance rate has been reduced from 1.1679 per \$100 in 1905 to .86 in 1926. The National Board itself of course assumes no jurisdiction and exercises no control over rates of insurance.

"Every inspection bureau and every rating organization in smaller ways assists in the splendid work of fire prevention and protection, by advice, suggestion, rate-reduction requirements and by numerous other means.

"Who shall say that fire insurance does not contribute service of the highest kind in the interest of public welfare?"

SUPREME COURT KILLS SUITS

United States Tribunal Refuses to Review Several Cases Involving Insurance

WASHINGTON, D. C., Oct. 10.—The United States Supreme Court on Oct. 8 dismissed petitions filed in a number of cases involving insurance, in which review of decisions of the lower courts was sought.

Among the applications denied was that of the United States Fire for a review of the decision of the United States Circuit Court of Appeals for the eighth circuit, awarding Joseph B. Sullivan of Jackson, Neb., a judgment in the sum of \$5,409.53, together with costs and attorney's fees, involving a policy for \$5,000 written upon a farm dwelling owned by Sullivan. The house was totally destroyed by fire and the company, after investigation, refused to pay the face value of the policy, but offered to pay the amount which, in its opinion, was the actual cash value of the property. The lower courts decided in favor of the insured, and the company appealed.

The court also refused to grant a review sought by Jacob Schliff and Abraham Schliff, in their suit against the Eagle Star & British Dominions involving an all risks jewelers' block policy. The petitioners secured the policy, in the sum of \$50,000, and, following the theft of jewelry valued at \$40,000 from a salesman employed by them, brought suit for recovery, securing a verdict in the original court in the amount of \$36,391, the decision, however, being reversed by the United States Circuit Court of Appeals for the second circuit. Refusal of the company to make payment under the policy was based on the contention that the stolen jewelry was not being transported in compliance with that section of the policy which provided that "sendings of property insured under this policy, in so far as the same are not personally carried, must be forwarded by registered post."

FINAL PROPOSALS ARE UP IN KANSAS SUIT

STATE OFFICIALS STAND PAT

Hold Impounded Premiums Must Be Returned, but May Compromise on Later Ones

TOPEKA, KAN., Oct. 10.—The fire insurance companies involved in the Kansas rate litigation have made another suggestion to the Kansas insurance department relative to a compromise of the lawsuit now more than six years old. R. J. Folonic, general counsel for the companies, and Robert Stone, Kansas solicitor, asked the attorney-general and William R. Baker, insurance commissioner, to submit an offer of compromise. This was declined. The company attorneys then asked if the state would consider an offer from the companies and it was agreed that any offer the companies might submit would be given careful consideration.

The question was then asked if the state would consider a compromise on a basis of the rates ordered going into

effect, one-half of the impounded premiums to be returned to the policyholders and the other half to be retained by the companies. This was declined by the state and then the state officials made a proposition to the companies as its final basis. This was that no settlement could be reached outside of the courts which contemplated any provision for the impounded premiums except their return to the policyholders up to the date of the supreme court order upholding the rates.

What State Might Accept

This means, of course, that the state will not compromise the rate suit except that the premiums are to be returned to the policyholders as far as the state has won the litigation. The companies won in the Shawnee county district court and lost in the Kansas supreme court and the Supreme Court of the United States. Another suit is now pending in the United States district court. It may be that the state would accept an offer to compromise on the basis of the return of the impounded premiums to the policyholders up to the time of the decision of the supreme court, allow the companies to keep the premiums involved in the litigation from the time of the decision to the date fixed for the new rates to go into effect and the rates

ordered to be made effective in a substantial manner. No definite information of this character has been given out officially.

This is the second suggestion of a compromise in the case since the Supreme Court of the United States ruled against the companies. A conference was held in Kansas City last spring but nothing came of it.

Vancouver Rates Reduced

George L. Schetky, secretary of the Vancouver Fire Insurance Agents' Association, announces a reduction in fire insurance rates on mercantile and industrial properties in Vancouver, by the removal of the 5 percent surcharge. It was explained that a surcharge had been placed by the British Columbia Fire Underwriters Association on all mercantile and industrial properties on account of the inadequacy of the fire department in equipment and men, but this having been remedied now, the surcharge has been removed.

Montreal Insurance Institute

MONTREAL, Oct. 10.—The Insurance Institute of Montreal held a smoker and musical entertainment last week by way of opening the new season. The first regular lecture was scheduled for this week, when A. R. W. Plimsoil, a lawyer, was to speak on "The Fire Insurance Contract."



PASS IT ALONG

Not as our forefathers passed the bucket in the days when the two-wheel hose cart was modern equipment, though they did their best with what they had. But pass it along by word of mouth, by advertising, by personal calls.

Pass what along?

The necessity of protecting against the Fall fires. For this is the time of year when furnaces are started, and the sooty flue, the leaky chimney lets many a fire get its start.

So pass along the warning to look to the heating equipment before starting the furnace. And this leads to something else—it gives you the logical chance to talk about the only sure protection against the fires that evade prevention. Insurance!

This time of year is ideal for fire insurance solicitation. Right along with that come those closely allied lines of Rent, Rental Values, Household Furnishings, Business Interruption, (for your business prospects) and Windstorm Insurances. Boost them all, and right now.

The Franklin Fire Insurance Company has available for its agents folders and other advertising material to help boost sales. They'll do it, too, if you send for them and use them.

The FRANKLIN FIRE INSURANCE COMPANY
OF PHILADELPHIA

ORGANIZED APRIL 1829

CASH CAPITAL \$1,000,000



WELLS CUTS DWELLING RATES \$500,000 A YEAR

(CONTINUED FROM PAGE 3)

counties: Aitkin, Beltrami, Carlton, Cass, Clearwater, Cook, Crow Wing, Hubbard, Itasca, Kanabec, Koochiching, Lake, Lake of the Woods, Mille Lacs, Roseau, St. Louis. This territory has always required special treatment because of the forest exposure. This schedule restores the rate in effect prior to June 18, 1928 on frame, unapproved roofs, in the city of Duluth, allows the same reduction on frame and brick approved roofs as in Minneapolis and St. Paul, (2 cents per \$100 per year) and provides a general schedule for the 17 counties, eliminating the specified forest-exposure charges previously in effect.

Schedule C

"A new schedule covering all cities and villages in the balance of the state has been introduced, providing a reduction in protected cities, i.e., grading classes 1 to 8, of 2 cents per \$100 of insurance per year in the rates on frame dwellings with unapproved roofs, as compared with the rates prescribed by the schedule in operation prior to June 18, 1928, 2 cents per \$100 per year on brick dwellings with unapproved roofs and 4 cents per \$100 per year on both brick and frame dwellings with approved roofs.

Experience Warranty Reduction

"The general experience of the territory covered by this last schedule, in our judgment, warrants the general reduction made applicable thereto.

"The general hazards of dwellings in these cities and the improvement in protection have been a factor in producing a more favorable experience in this territory and, therefore, must be recognized.

"Substantially all of the reductions afforded by the June 18, 1928, schedules

are retained except the fundamental change of charging the same rate on dwelling contents as on the type of dwelling in which they are located. This change amounts to a shifting of the cost from the contents of the so-called better type dwellings (brick approved roof, brick unapproved roof, and frame approved roof) to frame, unapproved roof dwellings and the contents thereof. The only justification of the plan is on the ground of business convenience and expediency. This is insufficient. Experience data available is not in its favor.

"It is estimated, on the basis of the 1926 dwelling premium income, that the schedules hereby ordered will effect an annual reduction of more than \$151,119 from the rates in effect prior to June 18, 1928, or approximately \$565,997 less per year than the June 18, 1928, rates."

BUREAU MEMBERS SEE KEENER COMPETITION

(CONTINUED FROM PAGE 4)

lough, western manager of the Hampton Roads, is in charge of the good fellowship dinner to be given tonight.

Treasurer F. S. Danforth of the Millers National was forced to remain in Chicago because of a directors' meeting. In his absence his report was read by his son Ralph, who is agency superintendent of the Millers National. H. A. Clark of the Firemen's read his report as chairman of the executive committee, and Benjamin Auerbach of Herrick & Auerbach, who is secretary of the Bureau, submitted the report on publicity and education. Various other reports were presented. Most of the new business will be transacted tomorrow. The attendance is large, owing to the interest that members have in the questions being considered here.

Heavy Losses Reported

In one of the most spectacular fires in Fort Williams, Ont., the major por-

tion of the Gillespie terminal elevator was destroyed. Only the concrete storage annex of the elevator remained standing. It contained about 60,000 bushels of grain. The origin of the fire is unknown, but is presumed to have started in the workhouse, which contained about 50,000 bushels of wheat. The estimated loss is placed at over \$250,000.

At Medicine Hat, Alta., the Codville Company warehouse, wholesale groceries, was totally gutted by a fire, causing a loss of about \$155,000, of which \$125,000 was in stock.

Lieber Joins New Company

LOUISVILLE, Oct. 10.—Fred H. Lieber, who withdrew from the R. L. Hawes & Co. agency of Louisville a few months ago, and who was previously with the Liberty Insurance Co. of Louisville, a division of the Liberty Bank & Trust Co., has gone with the new Louisville National Insurance Company, division of the Louisville National Bank, as secretary and manager.

Mr. Lieber reported that the new company expects to be ready to write business about Nov. 1. The company is capitalized at \$50,000 and has a surplus of \$10,000. It is planned to retain no liability and reinsure all business. Reinsurance arrangements have not been announced.

Aero Companies Ready

NEW YORK, Oct. 10.—The Aero and Aero Indemnity are ready to operate, fully financed and headed by Horatio Barber, president, and Major Lloyd, vice-president. The two companies have combined capital and surplus of \$3,000,000. The stock is largely held by the Aero Underwriting Corporation, which also owns the Aero Engineering & Advisory Service and a part interest in Barber & Baldwin. Messrs Barber and Lloyd head all five of these companies.

W. E. Schmick, head of the Schmick Insurance Agency of Carroll, Ia., who has one of the liveliest small town agencies in the central west, was a Chicago visitor this week.

IMPROVEMENT IS REPORTED

N. F. C. A. Engineers Find Conditions in Montgomery, Ala., and Macon, Ga., Better Than Year Ago.

Field engineers of the National Fire Protection Association have inspected Montgomery, Ala., and Macon, Ga., and have made reports. The report on Montgomery says that the \$1,500,000 conflagration of June, 1927, and the fire of a few months ago which seriously damaged the city's fire headquarters have aroused public interest in fire prevention. In October last year a new building code was adopted. Eighteen men have been added to the personnel of the fire department and two permanent fire prevention inspectors have been added to the department. Addition of the eighteen men in the department makes possible the use of the city's aerial ladder truck. Much minor equipment has been added including salvage covers. A drill tower has not been provided, but some drill work has been carried on without a tower. The fire alarm system is inadequate, but it will probably be improved when the new fire headquarters is built to replace the one that burned early this year.

An additional full time inspector has been added to the Macon fire department, and inspections of all hazardous buildings are now required of the officers and men of the department. Company drills have been inaugurated but the department needs a drill tower. The fire alarm system is well organized, but the central station apparatus is in the city hall in which the fire hazard is great. The city has a good building code, but its operation is impaired by lack of enforcement facilities. The present building inspector gives only a part of his time to the work, whereas a full-time inspector is needed.

The Empire State of Watertown, N. Y., has been admitted to Alabama.



A GOOD COMPANY for AGENTS

A RECORD OF 117 YEARS
OF FAITHFUL SERVICE
TO RECOMMEND IT.



NEWARK FIRE INSURANCE CO.

NEWARK, N. J.

T. L. FARQUHAR, President

WESTERN DEPARTMENT
CHICAGO

ELWIN W. LAW, General Manager



MUCH INTEREST IN BEHA'S IMPENDING RETIREMENT

HELD OFFICE SINCE 1924

Lively Speculation as to Future Connection the New York Superintendent Will Make

NEW YORK, Oct. 10.—Lively interest is felt in underwriting circles here over the impending retirement of James A. Beha as state superintendent of insurance. A great deal of quiet speculation is being indulged in as to the nature of his proposed new connection. It is generally understood that Mr. Beha will retain his present office until after the November election and will then announce an official connection with a New York insurance company. Whether Governor Smith will appoint a successor to fill out the superintendent's unexpired term (some six weeks) or leave the matter to the incoming governor is unknown, the supposition being, however, that he will follow the latter course, the business of the department in the interim being directed by the deputy superintendents.

A lawyer by profession, Mr. Beha was appointed superintendent in July 1924, and has since served continuously and most creditably. When Jesse S. Phillips retired as general manager of the National Bureau of Casualty and Surety Underwriters early in 1926 to assume the vice-presidency of the then newly formed Great American Indemnity, the vacated post was offered Mr. Beha. Some time later the presidency of a New York casualty company was tendered him and more recently he is said to have been offered the presidency of a new and unusually well financially backed fire company of Baltimore.

Rumor further credits him with having declined an attractive proposition from a large life insurance company. It has always been understood that Mr. Beha's inclination was for a judicial post, and it was expected that he would be nominated for a judgeship upon the New York state Democratic ticket. Such however, proved not to be the case. A close personal as well as a political friend of Governor Smith, Mr. Beha is enthusiastically supporting the candidacy of the latter for the presidency.

STOCK INCREASE PLANNED

Merchants Fire Shareholders' Approval Sought for Raising Additional Million Dollars

NEW YORK, Oct. 10.—A special meeting of stockholders of the Merchants Fire was held here Wednesday to consider the recommendation of the directors that the capital of the corporation be increased to \$3,000,000 from the present \$2,000,000.

It is proposed to increase the common stock from \$1,500,000 to \$2,250,000, to consist of 225,000 shares, par value \$10 each, and to increase the preferred stock from \$500,000 to \$750,000, to consist of 7,500 shares, par value \$100 each. If the action contemplated be sanctioned by the shareholders and the insurance department it is then intended to issue two and a half shares of the new common stock for each share of common now held, par value \$25 each, all the increased common stock and all increased preferred stock to be granted holders of the common shares as a stock dividend. Scrip certificates will be issued for fractional shares.

Should the plan become effective, of which there is every probability, the Merchants Fire will have assets of approximately \$13,000,000, contingent reserve of nearly \$1,000,000 and net surplus of \$4,500,000.

Edward L. Ballard is chairman of the board of the company and A. C. Noble its president.

FIRE PREVENTION IS ON COMMERCE BODY PROGRAM

VERNOR DISCUSSION LEADER

Experts on Conservation Address Meeting of National Chamber at Hot Springs

HOT SPRINGS, ARK., Oct. 10.—At the conference of the chamber of commerce of the United States, held here Oct. 10, fire prevention was one of 10 major subjects in the program for discussion. T. Alfred Fleming, supervisor of the conservation department of the National Board, and chairman of the speakers' committee of the National Fire Waste Council, and Richard E. Vernor, manager of the fire prevention department of the Western Actuarial Bureau, and chairman of the contest committee of the waste council, led the discussion on this subject.

Mr. Fleming told the conference that this is fire prevention week, during which intensified programs to reduce fire loss are being conducted throughout the country. He said that more than 1,100 chambers of commerce are participating in the observance of the week and thousands of other organizations are active. Fire prevention week, he said, should be the starting point of the year's program.

Vernor Stresses Prevention

Mr. Vernor took up the discussion and emphasized the importance of continuous effort in fire prevention work. He stressed the value of the Inter-chamber Fire Waste Contest, in which 630 local chambers affiliated with the national chamber are now enrolled. The per capita loss of the contest cities, Mr. Vernor said, has been reduced \$1.07 in the last two years. If every community throughout the country had shown as favorable record, the nation's fire waste would have been reduced more than \$150,000,000.

Mr. Vernor asked the delegates present to state briefly their opinion of Fire Prevention Week as a local chamber of commerce activity, and to mention any unusual activities that are being carried on. Lively discussion ensued, in which representatives of many local chambers of commerce participated.

Much interest was aroused in the subject and undoubtedly fire prevention will continue as a main activity on the programs of hundreds of commercial organizations throughout the coming year.

Trophy Again in James Office

In the Chicago office of Fred S. James & Co. again stands the Fidelity challenge cup presented by the Fidelity & Deposit to the winner of the golf tourney held in connection with the annual convention of the National Association of Casualty & Surety Agents and the International Association of Casualty & Surety Underwriters. In 1925 and 1926 Francis R. Blossom of the James office won the cup, and this year George W. Blossom, Jr., won it. The winner for any year has his name engraved on the cup and the man who wins it three times, not necessarily in successive years, keeps it. President Charles Miller of the F. & D. also makes a personal gift to each year's winner. This year Mr. Blossom received a combination desk lamp and ink well and a desk-blotter holder.

U. & O. Covers Shut-down Expense

Every agent should know that: "When a partial or total loss forces a business property to shut down, some of the expenses incurred can be discontinued, but in the majority of cases heavy expenses must continue, even though the business is not earning, if operations are to be resumed when repairing or rebuilding is completed. If sufficient use and occupancy insurance is carried, the policy will take care of these fixed expenses."

AMERICAN AUTOMOBILE INSURANCE COMPANY

ST. LOUIS

L. A. HARRIS
PRESIDENT

ALL KINDS
of INSURANCE
on AUTOMOBILES

CAPITAL & SURPLUS . . . \$3,260,936.98
RESERVES 7,014,294.65
TOTAL ASSETS (JAN. 1, 1928) 10,275,231.63

Made for the Severest Test

"Cheap construction—looked good—but it wasn't made for the severest test. When the flood came—the strain was too great." The Engineer was talking about dams, but what he said about being built for the severest test applies equally well to an appraisal.*

An appraisal* that does not function in the emergency, that fails in the severest test—a loss adjustment is worse than no appraisal* at all. For with a faulty appraisal* the insured is lulled into a false sense of security from which only a severe test can awaken him, and then it is too late!

Recommend Lloyd-Thomas appraisals* to your client. They are built to withstand every test. When a loss occurs you need have no concern over a satisfactory adjustment. It is after a loss that your clients will appreciate your recommendation of an appraisal* that withstands the severest tests.

"WHAT IS AN APPRAISAL?"—It is a complete classified inventory of insurable property (except stock, merchandise and raw materials). Each item of property is valued at today's cost to replace new. The amount of accrued depreciation is determined and the sound insurable value is given.

"ITS ADVANTAGES"—1st—It discovers insurable values that have long been written off the books through unscientific depreciation—2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance.

The Lloyd-Thomas Co.

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Kansas City
Des Moines

1889

JOHN H. GRIFFIN, President

1928

NORTHWESTERN

FIRE AND MARINE INSURANCE COMPANY
MINNEAPOLIS, MINNESOTA

Isn't it worth while

To know that you have a
company in your agency
that has the facilities
and desire to serve
you completely and
satisfactorily?

Fire Tornado Lightning Automobile Hail Rents Use and Occupancy

CHANGES IN THE FIELD

FIELD IS REAPPORTIONED

Retailers Fire Appoints New Representatives in Four States and Cook County, Ill.

Due to expansion of its business in the central department, of which George L. Martini of Chicago formerly was manager, the Retailers Fire of Oklahoma City has found it necessary to make the following field changes:

Fred Groth of Lincoln, Neb., has been appointed Nebraska state agent, and Edmond Girard has been appointed Nebraska special agent.

L. A. and Russel C. Nelson of Albert Lea, Minn., have been appointed state agents for Minnesota and Iowa.

C. H. Metzner, Chicago, has been appointed Illinois state agent (excepting Cook county), and Henry O'Loughlin, Illinois special agent. W. H. Potter of Chicago has been made Cook county manager.

Mr. Martini retains his membership in the Chicago Board with the Retailers Fire as his designated company.

Willis R. Kirk

Willis R. Kirk, for several years special agent in Kansas for the North British companies under State Agent Frank L. Britton, with headquarters in Topeka, has been made state agent for the same companies in Tennessee.

L. P. Gray

The Trinity Fire has been entered in Kansas and State Agent L. P. Gray of Oklahoma City will handle both Oklahoma and Kansas for the company.

A. M. Wood

A. M. Wood has been appointed Colorado special agent for the Trinity Fire. Mr. Wood has traveled the Colorado field for another company. He will maintain a service office at 936 Gas & Electric building, Denver.

Charles F. Boerner, Jr.

Charles F. Boerner, Jr., has been appointed special agent for the Joseph Emsheimer Insurance Agency of Wheeling. Mr. Boerner has been connected with the West Virginia Inspection Bureau in the Wheeling office for the past eight years. He is well known among the agents in the field which he will cover for the Emsheimer agency. The agency is general agent for a num-

ber of companies in West Virginia, eastern Ohio and western Pennsylvania.

Mr. Boerner is experienced in surveys and engineering work and will prove a valuable man with the Emsheimer agency.

John R. Baker

John R. Baker, special agent for the National Union companies in Michigan since 1927, has been appointed Wayne county manager, succeeding F. E. Nolan, who has resigned.

Mr. Baker entered the Michigan field early in 1926 as special agent for the Springfield Fire & Marine. He is the son of John W. Baker, deceased, former Cook county special agent of the Springfield.

Hugh L. Knisely

To fill the vacancy in the Kansas field following the promotion of W. R. Kirk to state agent in Tennessee, Hugh L. Knisely has been appointed special agent for the North British, Pennsylvania, Commonwealth and Mercantile. He will be associated with State Agent Frank L. Britton and Special Agent R. H. Castleman. Mr. Knisely is from Topeka and was formerly assistant manager of the insurance department of the Shawnee Investment Company of that city. He is familiar with local and special agency duties. Mr. Knisely will make headquarters in the office of State Agent Britton at Topeka.

John Hastie

John Hastie, state agent for the Home in charge of a section of Massachusetts, has had New Hampshire and Vermont added to his field, and will shortly be given an assistant to aid in its development. Mr. Hastie will make headquarters at Springfield, while his assistant will travel out of Manchester.

S. L. Kerrigan

S. L. Kerrigan has become special agent in Iowa for the Commercial Union Assurance, succeeding Ethan S. Willman. His headquarters will be in Des Moines.

George Cicero

George Cicero has been placed in charge of the New Jersey territory for the Caledonian, after having served the company in special agency and home office departmental work for a number of years. His new headquarters are at 40 Clinton street, Newark.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

BRITISH CARRIERS GROW

In addition to the already considerable number of American subsidiaries purchased or organized by British fire companies in recent years, several have been incorporated recently and will shortly be in the field. This movement by the foreign offices is in keeping with that of many of the home companies, a number of which control groups of companies, each with its independent capital and surplus but under centralized management. The group company method makes possible a broader spread of liability, added premium income and not infrequently the establishment of live and progressive agencies for those of the parent office that fail to make headway and seemingly have no disposition so to do. The parent office, moreover, is enabled to feed its subsidiary or subsidiaries by way of reinsurance, thereby helping them gain firm footing and relieving the owner corporation of excessive liability on individual or community risks.

Officered by practically the same staffs and served by the same clerical and field forces, the subsidiary companies are conducted at a minimum of expense, a decidedly important consideration in these days of keen competition.

COSMOPOLITAN FIRE LICENSED

The Cosmopolitan Fire of New York City has received its license from the New York department. It is reported that the bankers who underwrote 60,000 shares of the total 100,000 shares of the organization already has disposed of so much of the stock that the amount to be offered for public subscription than originally expected.

MARINE BRANCHES GET BUSINESS

Many of the garment manufacturing or apparel contractors' risks offered in New York City are being written by the inland marine offices of some of the companies under the transportation forms of cover. It is reported that the

inland marine offices writing the business are not in uniformity in the matter of rates and that in some cases the coverage granted is more comprehensive than can be given under the rules of the Fire Insurance Exchange. The inland marine contracts written on these risks grant all the coverage of the ordinary fire policy plus transportation and theft coverage.

TORNADO FORM REVISED

Company members of the Eastern Tornado Insurance Association have been formally notified of the adoption of the revised form of policy. They will, however, be privileged to use the old form until the supply of contracts now in their respective offices is exhausted. The primary advantage of the revised policy is the greater clarity of expression in its clauses. A committee of the organization is now at work on a revision of the rules applicable to the new contract, and an expression of views is invited from the company members.

INSTITUTE HOLDS CONFERENCE

The Insurance Institute of America, of which Otho E. Lane is president and E. R. Hardy secretary-treasurer, will hold its annual conference in the rooms of the National Board in New York City on Oct. 23. Delegates will be guests of the institute at dinner in the evening.

MEDALS FOR SCHOOL CHILDREN

Some 450 school pupils of New York City will be presented with medals by Mayor James J. Walker at the city hall on Thursday, for having written creditable essays on "Safeguarding the Home Against Fire." The medals are the gift of the New York Board and their presentation is an annual feature of Fire Prevention Week.

BROKERS EXAMINATION

As a result of the recent written examination of 109 applicants for brokers licenses conducted by the New York department, 66 passed, 41 failed and two had their papers rejected for using assistance.

ROBB DINNER PLANNED

Reservations are being made for the dinner to be tendered Willis O. Robb, recently retired as manager of the New York Fire Insurance Exchange, by the New York Fire Insurance Rating Organization and the Insurance Society of New York, at the Hotel Astor the evening of Oct. 23.

EXAMINATION OF HANOVER

From the newly issued report of the New York department covering its examination of the Hanover Fire as of March 31 last, the company is disclosed to be in an unusually prosperous condition. Its total assets on that date were \$14,667,706; unearned reserve, \$4,913,270, and net surplus over and above the capital of \$2,500,000 and all other liabilities, \$6,174,303. In the three year period covered by the examination the underwriting gain by the company was \$92,969, and its investment gain, \$5,496,916. Shareholders received \$775,000 in cash and \$500,000 in stock dividends, while the net surplus was increased by \$4,314,885. Charles W. Higley is president of the Hanover and Montgomery Clark, vice-president.

Incorporate New Companies

Names of two Connecticut cities have been selected for new fire insurance companies which it is proposed to organize in New Jersey. They will be the Bridgenport Fire and the New Haven Fire. The home offices will be in Jersey City. Capital of the companies will be \$250,000 each, shares \$5 par. Incorporators are Fred W. Holtonsmith, Daniel T. McDermott, Mason W. Belcher, Lakin C. Taylor, Joseph Smith, Louis M. Berg, Harry A. Popper, Benjamin J. Harris, Bernice Brigham and J. T. Hitebeck.

AS SEEN FROM CHICAGO

FALVEY TO INSURANCE EXCHANGE

John J. Falvey & Co., whose offices for the last year have been in the Adams-Franklin building, moved this week to A-2048 Insurance Exchange South. The agency has taken larger offices than were occupied in the former location. The increasing business of the firm has made the change necessary. The office represents the East & West as Cook county manager, the Continental Casualty as general agent, and the Transcontinental, the General Fire and Mechanics.

DRIVE FOR CLUB MEMBERSHIP

The Insurance Club of Chicago is staging a fall membership campaign during October with a goal of 100 new members. The present membership is about 330. With the additional membership the club will be in fine shape to carry out its program of expansion and service to the members and the business as a whole. The objects of the club are social, educational and recreational. The club rooms are main-

ained in the Great Northern hotel, open at all times for the use of members and their guests. Quite a number of the members lunch daily at the club.

The drive will continue through the current month, but on Oct. 16 a one day special solicitation will be made when many members will devote the day to work for the club. The officers are John F. Stafford, president; J. E. Fleming, vice-president; Charles Uplegger, treasurer, and L. J. Schiltz, secretary. The club will keep open house for October and all insurance men of Chicago are invited to visit the rooms and have lunch.

The officers hope that all the Chicago insurance men will give favorable consideration to the solicitors in their efforts to aid the club membership. Membership in the club costs \$25 per year.

FRATERNITY MEN HEAR EXPERTS

At the last meeting of the Alpha Chi Epsilon fraternity, which comprises students of the fire insurance course at Northwestern University, plans were completed for having a fire company

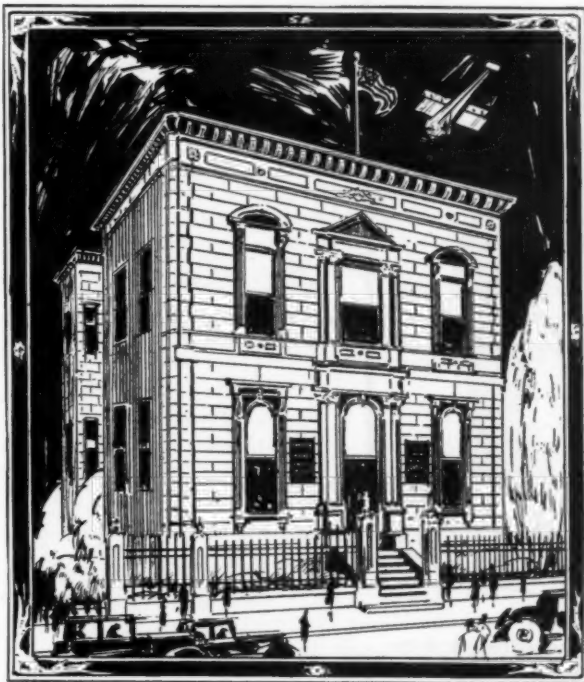
man address each of the regular meetings. Superintendent Leavitt of the special risks department of the Hartford in Chicago addressed the last meeting, on "Special Hazards." The other speaker was E. W. Jones of the Continental, who spoke on accounting. At the fraternity's pledge dance C. P. Holmes of the Western Actuarial Bureau, and Mrs. Holmes, and W. K. Krieger were the chaperones. J. D. Vaughan of the Home of New York is chairman of the social committee.

GOLF PLAY POSTPONED ONE DAY

Friday, Oct. 12, is the new date for the Chicago Board golf tournament, which originally was scheduled to be held today (Thursday.) The play will be held at the Tam o' Shanter country club.

COMMITTEE TAKES NO ACTION

Other than general discussion of the Chicago plan for harmonizing agency relations, and informal study of the proposed Union modifications of the plan, no action was taken by the committee of nine at last Friday's meeting of the committee in Chicago. The committee represents the Western Union, Western Insurance Bureau and the Chicago Board. It is the belief of many concerned in the matter that the Bureau



A Bunkless Advertisement No. 4

We Explain Campaign Expenditures

We spend \$50.00 for this space each month to keep you acquainted with the Eureka-Security. We think it is \$50.00 well spent for every once in a while some agent thinks there must be something to a company that is as frank as we try to be and writes us about our agency. While on the subject of finances we might mention that we have a balance sheet that will give you an idea of the financial strength of the Eureka-Security—its strength is not in huge assets and liabilities but in the **RATIO** of assets to liabilities. We have assets of a little over three million and over one million surplus. We won't get our money's worth out of this advertisement unless you write us for our financial statement. That's our proof. If you don't write that will be hard luck for both of us, for you have something we want and we have something we feel would be to your advantage to have.

EUREKA-SECURITY FIRE & MARINE INSURANCE COMPANY

KNOWN ALSO AS THE CINCINNATI UNDERWRITERS

of CINCINNATI, OHIO

REPUBLIC

AUTOMOBILE INSURANCE CO.

HOME OFFICE DETROIT, MICHIGAN

"I'd like to tell you about some mighty interesting statistics on the growth of the automobile business—especially the companies that specialize on this class of coverage—Write me today."

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"An Exclusive
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OPEN in

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TWIN CITY FIRE INSURANCE COMPANY

MINNEAPOLIS, MINNESOTA

The Company That Aims to Excel in Service

**FIRE TORNADO FARM
HAIL AUTOMOBILE TRACTOR**

F. R. Ormsby, Pres. G. E. Hutchings, Secy. C. J. Kepler, Treas. and Asst. Secy.

Industrial Fire Insurance Co.

Akron, Ohio

January 1, 1928

Capital \$500,000 Surplus to Policyholders \$968,055.88
Total Admitted Assets \$1,737,659.31

An Ohio Company writing Business through Ohio Agents. Why not
represent an Ohio Company?

AGENTS WANTED!

will take no action at its meeting at Old Point Comfort this week for the reason that it was not formally notified of the Union's action. This is opinion, however, and no one knows either whether the Bureau has taken this reported attitude in the matter, nor how long it might hold to it if it had.

INSURANCE STOCK QUOTATIONS

H. W. Cornelius of the Chicago investment firm of Lewis, Dewes & Co. gives the following insurance stock quotations, dated Oct. 8:

Stock	Par	Bid	Asked	Share
Aetna Casualty...	100	1160	1200	\$12.00
Aetna Fire.....	100	880	900	24.00
Aetna Life.....	100	865	875	12.00
Agricultural	25	130	145	4.00
Alleghania	50	330	350	10.00
Amer. Alliance...	100	605	625	16.00
American Auto...	10	75	...	2.00
Amer. Druggists...	25	82	86	3.00
Amer. Equitable	5	33	36	1.50
Amer. N. J.	5	26	28	1.00
Amer. Phenix...	50	55	58	...
Amer. Re-Ins....	10	67	70	3.00
Amer. Reserve...	10	87	92	3.00
Amer. Salam....	50	73	75	2.50
American Surety	50	282	290	12.00
Automobile	100	425	440	...
Balti. American	10	83	86	1.80
Bankers Indem...	5	22	25	...
Bankers & Ship.	100	550	600	18.00
Boston	100	1275	...	18.00
Brooklyn Fire...	25	103	109	...
Buffalo	100	450	...	13.00
Camden	5	30	32	.95
Carolina	10	58	63	1.40
Centl. West Cas.	50	66	72	2.00
Chicago F. & M.	10	15	16 1/2	...
City of N. Y....	100	590	605	16.00
Colonial States...	10	28	31	...
Columb. Natl....	25	18	22	...
Commercial Cas.	10	52	56	1.60
Commonwealth...	100	750	...	20.00
Constitu. Indem.	10	32	36	...
Continental Cas.	10	74	76	1.60
Continental	10	79	81	2.00
Detroit F. & S...	50	65	71	4.00
Detroit F. & M.	100	280	300	10.00
Detroit Nat. Fire	25	18	24	1.00
Eagle Fire.....	20	90	96	4.00
Employ. Re-Ins.	10	37 1/2	39 1/2	...
Excelsior	5	12	14	...
Federal, N. J....	100	1250	...	20.00
Fed. Sur. (new)...	25	...	...	...
Fidel. & Cas....	25	180	190	5.00
Fidelity & Dep...	50	295	305	8.00
Fidelity-Phenix	10	86	88	2.00
Fire Association	10	47	48	2.50
Fireman's Fund...	25	115	120	5.00
Firemen's	10	46 1/2	48	2.20
Franklin Fire...	25	390	410	8.00
Genl. C. & S. (new)	...	30	50	...
General Surety...	25	140	150	...
Georgia Casualty	10	20	25	1.20
Globe & Ind....	10	61	62	4.60
Gt. Amer. Cas...	100	2950	3000	44.00
Gt. Amer. Indem.	10	75	80	...
Great American...	10	47 1/2	49	1.60
Great Lakes....	10	11	13	1.00
Guaranty	100	215	230	10.00
Guardian	25	120	125	5.00
Halifax	10	43	46	.60
Hamilton Fire...	50	350	400	4.00
Hanover	10	80	82	1.00
Harmonia	10	73	76	1.40
Hartford	100	845	855	20.00
Htfd. St. Boiler	100	...	780	18.00
Henry Clay.....	10	11 1/2	...	.60
Home	100	540	552	20.00
Home Fire Sec...	10	47	50	...
Homestead	10	38	41	.60
Hudson Cas....	5	8	10	.10
Import. & Exp...	25	88	93	4.00
Independ. Indem.	10	24	26	.60
Independ. Fire...	10	19	24	.60
Ins. Co. of N. A.	10	74	76	2.00
Iowa National...	100	160	...	8.00
Life of Virginia...	100	760	820	18.00
Lincoln Fire....	20	91	96	4.50
Lloyds Pl. Glass	100	260	280	14.00
Maryland Cas...	25	160	170	5.00
Mass. Bonding...	100	550	600	12.00
Merch. Fire, Com.	25	375	390	8.00
Merch. Fire, Pfd.	100	125	...	7.00
Mechanics	25	100	...	2.50
Merchants, R. I.	50	117	123	...
Merch. & Manuf.	5	20	25	...
Metropolitan F...	10	10	...	1.00
Milwaukee Mech.	10	45	47	1.80
Mohawk Fire....	25	50	54	...
National Cas...	10	50	54	1.20
National Fire...	100	1125	1160	25.00
National Liberty	5	98	101	1.00
Natl. Union, Pa.	100	320	340	12.00
National Surety...	100	290	292	10.00
New Amster. Cas.	10	72	74	2.80
New Brunswick...	10	54	56	...
New Cent. Cas...	50	...	...	5.00
New England...	10	48	53	...
New Hamp....	100	500	540	16.00
New Jersey....	20	65	70	1.80
New York Cas...	25	92	96	4.00
Niagara Fire....	25	133	138	...
Northern	25	130	136	3.75
North River....	25	330	340	...
N. W. National...	25	200	215	...
Occidental	10	27	29	...
Pacific Fire....	25	170	...	4.00
Pacific Indem...	50	210	...	...
Peoples Nat. F...	10	60	63	1.25
Philadel. Nat. F.	10	24	27	...
Phoenix	100	825	835	20.00
Pioneer Fire....	20	20	...	...
Preferred Accl...	100	525	550	12.00
Presid. F. & M.	25	29	...	...
Prov. Wash....	100	715	730	16.00
Public Fire, N. J.	5	25	27	...
Reliance, Pa....	10	26	29	1.20

Stock	Par	Bid	Asked	Div. Per Share
Rhode Island...	100	340	365	12.00
Rossia	25	185	187	6.00
Seaboard Surety	10	20	23	...
*Security, Conn.	25	130	136	3.00
Southern Surety	10	37 1/2	39	1.60
Springfield F. & M.	25	205	220	4.00
St. Paul F. & M.	25	210	213	4.00
Standard Accl...	50	325	375	6.00
Stuyvesant	100	300	315	6.00
Sylvania	10	27	30	...
Transpor. Indem.	10	26	28	...
Transportation	25	38	46	...
Travelers	100	1610	1630	22.00
U. S. Fire.....	10	105	112	...
U. S. Casualty...	100	420	435	10.00
U. F. F. & G....	50	470	480	10.00
U. S. Mer. & Sh.	100	445	465	8.00
Universal	25	80	85	3.50
Victory	10	26	29	1.20
Virginia F. & M.	25	130	145	4.50
Vulcan	100	150	...	12.00
Westchester Fire	10	96	99	2.50

*Rights 8 1/2-10

CLUB BRIDGE TOURNAMENT STARTS

The bridge tournament of the Insurance Club of Chicago started on Monday of this week at the club rooms in the Great Northern hotel. The other rounds in the tournament will be conducted Oct. 16, Oct. 31, Nov. 8, Nov. 15 and the final round on a date to be announced later.

The club will have its annual football party Oct. 27, on which date many of the members will attend the Illinois-Northwestern game at Champaign. A

We will furnish free large private office and telephone service to fire insurance broker wishing offices in Insurance Exchange Building. Must have good volume of business. Address G-45, care The National Underwriter.

YOUNG LADY

Wanted by large branch office in Chicago, a young lady to stimulate business by telephone among brokers. General insurance office experience and familiarity with rates preferable but not essential. Address G-84, care The National Underwriter.

WILL BUY LOCAL AGENCY in Northern Illinois, outside of Chicago. Would pay cash. Address G-80, care The National Underwriter.

The
Mayfair

St. Louis U.S.A.

Last word in hotel construction and service.

RIGHT in the center of business and theatre districts, and convenient to all railroad, street car and bus lines.

Has the quiet refinement of an exclusive club.

Everyone of its 400 rooms has a bath. Circulating ice water, large closets, bed lamps, morning paper under the door, and other unusual features.

Rates from \$3.00 price posted in each room

Charles Heiss
Managing Director

an Hotel of Distinction

private car will be available for those who travel downstate by train.

BUCK TO ADDRESS EXAMINERS

Randolph Buck, Chicago, manager of the Western Factory Association, will address the next meeting of the Association of Insurance Examiners of Chicago, which is to be held Oct. 18. As is customary, the affair will be a dinner meeting in the H. & M. Men's Grill.

CREDIT REPORTERS TO MEET

Members of the Chicago staff of the Retail Credit Company, a few members of the Milwaukee staff, and Chicago insurance men representing fire, casualty and life, will attend a meeting in the LaSalle hotel, Chicago, Friday evening this week. The purpose of the meeting is discussion of the problems of the inspection company and the insurers. W. C. Hill, Atlanta, vice-president of the Retail Credit, will be present and will address the gathering.

Field men representing the Westchester in the central states are in Chicago this week for a two-day conference—Thursday and Friday. The conference is an annual event in the western department.

HOTEL KINGSWAY
SAINT LOUIS, MISSOURI

Beautiful Forest Park right in front. Away from noise of the congested district. Quiet and exclusive surroundings, convenient to bus and street car lines.

ROOM and BATH \$4.00 for TWO

Kingshighway at West Pine

A Personal Invitation



WE are proud that the Hotel Hollenden is known among the fraternity as "Insurance Men's Headquarters in Cleveland."

We appreciate your business fellows and we want all of you to be boosters for us. If we can do anything to make your stay with us more pleasant, just tell us what. We'll do it, if it's possible.

Sincerely,
Theo. De Witt.

In Cleveland-it's The
HOLLENDEN

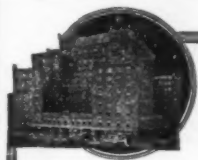
THEO. DE WITT, Manager
Superior Avenue at East Sixth St

RATE REDUCING APPLIANCES

Non-Explosive Safety Cans and Automatic Oil Waste Cans
Each can bears the label of the Underwriters' Laboratories and the Associated Factories Mutual Fire Insurance Companies.

Justrite Manufacturing Co.
2067 Southport Ave., Chicago, Ill.

Hotel Directory



NEW NICOLLET HOTEL
Insurance Men's Headquarters in Minneapolis

The best hotel in the Northwest, opened in 1924 contains six hundred rooms and first class restaurants.
Moderate Rates Prevail
W. B. CLARK, Manager

BREVOORT HOTEL

Madison Street East of LaSalle CHICAGO
Insurance Headquarters

Brevoort Hotel upholds worthily the best traditions of American hotels famed for hospitality.

When in Omaha

Hotel Conant

New—Fireproof
250 Rooms with Bath
Rates \$2 to \$3

CEDAR RAPIDS, IA. HOTEL ROOSEVELT

Rates: Room without Bath with private Lavatories \$1.50 and up. Rooms with Bath, Shower or Tub \$2.50 and up.
E. G. KILL, Mgr.

The Hotel Baltimore



in Kansas City

500 Rooms

RATES
Room without Bath—\$2.00 and up
Room with Bath—\$2.50 and up
Double Room with Bath—\$4.00 and up
Marble-Coffee Shop
TABLE D'HOT
Lunch 75c
Dinner 65c to \$1.25
Also A la Carte Service

Two Squares from Chicago's Insurance Center

Great Northern Hotel

Dearborn Street from Jackson to Quincy
CHICAGO

The "Comfortable Great Northern" is in Chicago's central business section, within one block of State Street, the great shopping thoroughfare, and close to the theater, financial and wholesale districts.

400 Large, Bright, Livable Rooms, \$2.50, \$3, \$3.50, \$4, \$5, and a few extra large corner rooms at slightly higher prices. For two persons in any room the additional cost is only \$1 a day. No extra charge over main restaurant prices for service of meals in guest rooms.
Garage near. Guests' cars delivered without service charge.



300 ROOMS

300 BATHS

In Dayton—

The Hotel Van Cleve, Dayton's newest and finest hotel. Delightful atmosphere and appointments that have distinct appeal to the discriminating public. Luxury without extravagance.

Reasonable Rates—Garage in Connection
C. C. Schiffeler, Managing Director
DAYTON, OHIO



When new addition is completed

UNEXCELLED CONVENTION FACILITIES

350 Rooms

Rates \$1.50 Upward
One Block from All Railroads

ST. NICHOLAS
SPRINGFIELD, ILL.

THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

Published every Thursday by THE NATIONAL UNDERWRITER COMPANY, Chicago, Cincinnati and New York. EDWARD J. WOHLGEMUTH, President; JOHN F. WOHLGEMUTH, Secretary; HOWARD J. BURRIDGE, Vice-President and General Manager; H. E. WRIGHT and NORA VINCENT PAUL, Vice-Presidents; WILLIAM A. SCANLON, Southwestern Mgr. GEORGE C. ROEDING and O. E. SCHWARTZ, Asso. Mgrs.

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HOWARD J. BURRIDGE, Associate Editor
FRANK A. POST, Associate Editor

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SAN FRANCISCO OFFICE
105 Montgomery Street, Tel. Kearny 3399, FRANK W. BLAND, Resident Manager
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National Publishers Assn., Inc.

Differences Should Be Adjusted

It will be unfortunate for the insurance business generally if further friction develops within the ranks of the INSURANCE ADVERTISING CONFERENCE. Evidences of internal disturbances were manifested at the annual meeting of the organization held in Washington, D. C., last week when new officers were elected and a slate headed by C. E. RICKERD of the STANDARD ACCIDENT defeated, 25 to 23, the ticket which had J. W. LONGNECKER of the HARTFORD FIRE at its head. The vote was close and among some feeling ran high. Perhaps the present differences of opinion may melt away before another annual meeting is held. It is hoped by the conference's most sincere well wishers that they will, and that the track may be cleared for constructive work of the organization in the future.

Here is an organization that is very much more useful than many. It has a record of accomplishment. The advertising managers making up its membership are largely responsible for the pronounced improvement in insurance company advertising which has been so noticeable during the past decade. They have shaken up the dry bones and put the insurance business in step with the other big business enterprises of the country so far as advertising is concerned. What they have done in this direction and what still lies before them to do is vastly more important than any intensive warfare that might be carried on.

Alexander Was a Real Builder

THE death of H. G. B. ALEXANDER, for many years president of the CONTINENTAL CASUALTY in Chicago and more recently chairman of the board, removes from the ranks a man who was in the true sense a self-made man. Mr. ALEXANDER started as a solicitor of health and accident insurance among railroad people. He was

indefatigable, industrious and resourceful. He understood how to develop business. Later on, as he entered the executive ranks, he expanded in his knowledge, experience, resourcefulness and vision. He built up during his lifetime a magnificent organization, never forgetting the personal element in it.

Oh, for a Program Reducer

DURING the fall season, beginning with September, there have been many major insurance conventions. These gatherings are of importance to all in the calling. The business side of a convention is by no means the most important. It is the spirit of cooperation and that indefinable something that creates an esprit de corps in a business that gives it a strong momentum. Today we need higher standards in the producing field, greater experience, a larger comprehension of the needs of the people and a bigger vision at home offices. There is much to be gained in an exchange of views.

The main complaint with conventions is that they are over-programmed. There are too many people assigned to places on the list. Unless there is a definite time for a man to start and quit there will be a decided tendency on part of some to slop over and continue rambling. The short, snappy, lively program is the best. An overloaded program entails too much physical

endurance. When a man is compelled to sit three hours in a chair at a convention it means something to him in a physical way because he is not able to move about and relax. The long program in the very nature of things, defeats its aim.

There should be fewer men assigned to fixed papers and there should be more time for that impromptu discussion that really gives life and spirit to a meeting. Banquets are overmanned. The great tendency of the day seems to be to crowd more and more subjects and more and more people on business programs.

On any session there should not be over two speakers. If the programs are cut down in time there would be a far better attendance and less disturbance in men going in and out. The program of a convention deserves greater attention not only from the standpoint of getting the right kind of timber but the program maker should be a good reducer.

PERSONAL SIDE OF THE BUSINESS

John O. H. Pitney, one of the foremost members of the New Jersey bar and a director of both the Mutual Benefit Life and the American of Newark, died at his home in Morristown last week.

William P. Swope of Louisville, Kentucky, state agent for the American Eagle and First American, was married last week to Mrs. Julia Tipton of Glasgow, Ky. Mr. Swope has been prominent not only in insurance organizations, but also in politics, having served 12 years as county clerk of Owen county and four years as sheriff. He was at one time a candidate for Congress.

Miss Stella B. Haines, member of the Kansas legislature and sister of Roy A. Haines, local agent of Augusta, Kan., is rapidly recovering from the automobile accident of several weeks ago, in which her father was killed, and was expected to be removed to a Wichita hospital this week from Atchison. The accident occurred as Miss Haines and her father were starting on a vacation trip. Miss Haines is a candidate for reelection to the Kansas legislature, but her accident prevented any active campaigning.

Loyal Durand, prominent local agent in Milwaukee, has been elected for a second term as chairman of the University of Wisconsin board of visitors. Mr. Durand is also a member of the Milwaukee school board.

Gustave G. Blatz, president of the Blatz-Kasten Company, insurance agency at Milwaukee, was married last week to Mrs. Mildred E. Wiener at Milwaukee.

George C. Street, veteran banker of Elkton, Ky., and father of two prominent insurance men, died last week at the age of 80 at Elkton, Ky., on Oct. 4, following a two months' illness.

One of his sons, Ben F. Street, is field supervisor for Kentucky of the Equitable Life of New York, while John O. Street of Nashville, Tenn., is special agent for Tennessee of the Hartford Fire.

Bruce Hoblitzel, Louisville local agent, pulled an "iron man" stunt last week, completing a 22-hour run of 643 miles from Louisville to Richmond, Va., stopping merely for oil and water, and driving the entire distance without calling on his relief driver.

Ten cars left Louisville for ten cities in as many states on a good will trip, to show that Louisville was so centrally located that it was accessible to New Orleans, Toronto, Philadelphia, Omaha, Minneapolis, Washington, Richmond, Syracuse, Jacksonville and Texarkana, Ark., over a period of 24 hours. Nine of the cars made the trips within 24 hours, one to Philadelphia having been two hours over the limit. They were stock cars, privately owned, each carrying a driver and a relief driver. Mr. Hoblitzel stopped just out from Richmond with a puncture, the only trouble he had. The trips were made partly in connection with an effort to secure the American Legion convention next year.

Capt. Harvey White, general agent for the Inter-Southern Life of Louisville, was also in the run, taking a Lincoln car on the run to Texarkana, Tex. In spite of being delayed five hours and 15 minutes while waiting on ferries, the one at Memphis, Tenn., having made its last trip for the night, Mr. White reached Texarkana on time. He was en route to the American Legion convention at San Antonio, Tex.

C. E. Rickerd, who was elected president of the Insurance Advertising Conference at the annual meeting of



C. E. RICKERD

that organization held in Washington, D. C., last week, has been advertising manager of the Standard Accident of Detroit for the past five years. Prior to that he was for several years assistant advertising manager of the Chevrolet division of General Motors.

At the Washington meeting of the Advertising Conference his exhibit of the advertising material produced by the Standard was one of the most attractive and comprehensive displays on view. Under his guidance the advertising of his company has developed "punch" and a distinctive personality. In 1924 the Standard's advertising department consisted of two employees, while today the number runs from 20 to 40.

Ross C. Sherman of Waukegan, Ill., well known local agent and former president of the Illinois Association of Insurance Agents, is confined to his home on account of illness.

For the ninth year in succession F. R. Bigelow, president of the St. Paul Fire & Marine, is connected with the Community Chest campaign in St. Paul. He has been one of the founders of the organization and each year takes active part in its campaign.

H. N. McCool, Oklahoma state agent for the Security Fire and past most loyal gander of the Oklahoma Blue Goose, is in a serious condition, confined to the Wesley hospital in Oklahoma City. Mr. McCool suffered a fall that resulted in a fracture of the skull.

P. V. McMurphy, field assistant in the casualty division of the Travelers in Wisconsin, was suddenly stricken with appendicitis while traveling near La Crosse last week. He rushed into that city and was operated on immediately on arrival.

R. W. Barber has been appointed manager of the roofing insurance department of Edwin E. Besser, Jr., Chicago. He will have charge of the out-of-town and direct-mail business. The Besser office is United States general agent for the Minneapolis Fire & Marine, in charge of roofing, windstorm and hail departments. The firm has built up a tremendous volume of roofing business throughout the United States through its agents and direct-mail campaigns.

THRIFT will get you further up life's ladder than any other quality, and waste will carry you down faster.



When an unexpected visitor drops in, his call is apt to prove expensive—if he drops from the sky.



The aeroplane has come into its own. It is the modern means of transportation. Whereas a short time ago aircraft manufacturers were struggling hard to sell planes, today they are months behind in deliveries.



The world is rapidly becoming air-minded. While flying is as safe today as riding in an automobile, accidents happen.



The Continental, keeping pace with aviation's progress, now writes Aircraft Damage Insurance. Full particulars and forms can be had from our Inland Transportation Department.



The CONTINENTAL
INSURANCE COMPANY
EIGHTY MAIDEN LANE, NEW YORK, N.Y.

ERNEST STUEHL, Chairman of the Board
PAUL L. HAID, President

CASH CAPITAL—FIFTEEN MILLION DOLLARS

NEW YORK CHICAGO MONTREAL DALLAS SAN FRANCISCO

"The Continental Commands Confidence"

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

J. H. BURLINGAME PROMOTED

Former Assistant Manager of Western Adjustment Company in Cincinnati now General Adjuster

J. H. Burlingame, assistant manager of the Cincinnati branch of the Western Adjustment & Inspection Company, has been promoted to the position of general adjuster. His headquarters continue in Cincinnati.

Mr. Burlingame's entire business and insurance career has been with the Western Adjustment Company, whose employ he entered in 1913.

From an insurance and loss standpoint, Mr. Burlingame is strictly a product of the Cincinnati and Ohio field. His preliminary adjusting training was



J. H. BURLINGAME

received from R. J. Burlingame, former manager in Cincinnati, and R. R. Lippincott, present assistant general manager in Chicago. In recent years he has been associated with Manager W. H. Clemons, one of the veteran and seasoned adjusters of the middle west.

Mr. Burlingame is the author of several articles on use and occupancy and has had an active hand in the adjustment of many large and intricate losses in the Ohio field.

His appointment is in harmony with the policy followed by the head office of having experienced adjusters available throughout the territory for association with branch managers on important adjustments.

Ohio Inspection Program

The Ohio Fire Prevention Association has arranged for inspections at Newcomerstown Nov. 1 and at Athens Nov. 14. An inspection was held Thursday of this week at Marietta. At the recent inspection at Bowling Green, 175 inspections were made, 38 were approved, 137 were found defective, and 425 recommendations were made. The first follow-up after the inspection met with prompt and satisfactory response. Fine cooperation was shown at the meeting, with 150 attending the dinner. The toastmaster was F. G. Beyerman, a local insurance man. Talks were made by A. E. Bulau, W. S. Winnard and F. D. Kirkpatrick, the last named representing the farm committee, and a large number of farmers were present. L. E. Kietzman of Toledo was in charge of the arrangements.

EXPECT REASONABLE PROFIT

Fire Premiums Fall Off in West Virginia But Loss Ratio Is Favorable

CHARLESTON, W. VA., Oct. 10.—Fire insurance premiums will show a falling off in West Virginia this year, but while the total will be less, the loss ratio will be considerably reduced, and thus many of the companies will see a reasonable profit on business done this year in this state. Unless there shall come in the remaining months of this year some heavy fire losses, the loss ratio will fall below 55 percent.

The premium income has been reduced through several causes. The coal properties have all carried reduced coverage, due to a slacking up in business and to the anticipation of a great coal merger, which, it has lately been announced, has failed in consummation. Local agencies have not regretted this, for their fear was that with a merger the business would escape them and go to brokers and big agencies in financial centers. Through the vigorous competition which coal operators have to contend with in West Virginia in bidding for business against other states having favorable railroad freight differentials, the operators in this state have had to study economies in operation and that has included a study of fire insurance protection. The result of this is that policies are carried sufficient only to give reasonable fire loss protection. Lump sum lines no longer are accepted. There must be a careful survey of property and limited coverage.

The profit to fire insurance companies has come through limiting lines, spreading the risks more widely and better underwriting by the local agents. The year has witnessed as never before in this state a more careful study of their work by the local agents. While the contention is being made that a better percentage is due them, they are trying hard to make a good showing in the risks they offer to their respective companies.

Many at Fire Prevention Luncheon

CLEVELAND, Oct. 10.—The Insurance Board of Cleveland was given a special invitation to attend the fire prevention luncheon meeting of the Cleveland Safety Council today. The board had issued a special bulletin to its members and cooperated with the council to bring out a large attendance. Richard E. Vernor of the Western Actuarial Bureau, Chicago, was the principal speaker. His subject was "Facts in Flame."

Service by Special Agents

An Ohio special agent says that a valuable service which may be done by special agents as they make inspections is to give the local agent the maximum line which will be authorized on the risk inspected. This will oftentimes save future inspections and puts in the hands of the agent information which enables him to handle the risk quickly and without fear of having to change his arranged schedule of lines after he has made it up.

Paper Aids Prevention Campaign

Fire prevention activities by Ohio field men and other company representatives were given publicity in the Elyria "Chronicle-Telegram" as a prelude to the opening of the Fire Prevention Week campaign. In an editorial the paper said: "Safety against fire lies in straight-out, hard thinking—in precaution, the highest form of caution, in anticipation, the highest form of creative intelligence. In preventing fire, an

ounce of gray matter is better than a river of water. The humblest of us can protect our shop, our office, our home by using the most elementary forms of precaution."

Bond's Appeal Rejected

CHARLESTON, W. VA., Oct. 10.—John C. Bond, former state auditor and insurance commissioner of West Virginia, has failed to secure any relief from the supreme court, and a last hour appeal to Governor Gore for pardon before he begins his prison term met with a refusal "at this time." His lawyers are now trying to win a temporary halt through technical objections to the sentence of the court.

Fleming Speaks at Columbus

COLUMBUS, O., Oct. 10.—T. Alfred Fleming, chairman of the committee on fire prevention and clean-up campaigns

of the National Fire Protection Association, and director of conservation of the National Board, will speak at the fire prevention meeting of the Columbus chamber of commerce Friday. His subject is "Dollars That Die."

West Virginia Blue Goose Meets

The West Virginia Blue Goose will hold a dinner at Huntington this week in connection with the inspection of that city. A large attendance of field men is expected and a number of candidates will be initiated into the pond.

Ohio Notes

John H. Williams, local agent of Urbana, O., died recently.

The entire business section of Bellefontaine, O., was threatened by fire this week when flames broke out in the plant of the A. J. Miller Company. Prompt work on the part of the firemen saved most of the plant and surrounding property.

CENTRAL WESTERN STATES

STRONG PROGRAM PREPARED

Secretary Moisant Announces Speakers for Annual Meeting of Illinois Association

Shirley E. Moisant of Kankakee, secretary of the Illinois Association of Insurance Agents, this week put the finishing touches to the program for the annual meeting of the association, which is to be held in Springfield, Nov. 1-2, with headquarters at the Hotel Leland. Morning and afternoon sessions will be held the first day, with a banquet in the evening, and the second day will be given over very largely to golf.

The list of speakers has been completed, although it has not been definitely decided at which sessions they will appear. The list includes John F. Stafford of Chicago, western manager of the Sun; R. P. DeVan of Charleston, W. Va., president of the National Association of Insurance Agents; Harold O'Brien, president of the Chicago Fire & Marine; John G. Yost, assistant secretary of the Fidelity & Deposit; H. E. Soble, insurance attorney of Chicago; L. D. Edson of Chicago, manager of the accident and health department of the Zurich; E. Irving Fiery of Bowes & Co., Chicago; E. J. Phillips of the Phillips Company, sprinkler manufacturers; Dwight Ingram of Griffin, Ingram & Pfaff, Chicago; E. D. Lawson of Chicago, vice-president of William H. McGee & Co., who will speak on aviation, and John W. Longnecker, advertising manager of the Hartford Fire, on "Public Relations." C. M. Cartwright of THE NATIONAL UNDERWRITER will act as toastmaster at the banquet.

Indiana Fire Prevention Speakers

Among speakers on fire prevention topics this week in Indiana not previously announced are the following field men: John W. Noble, Security, before the Rotary Club at Vincennes on Tuesday; Charles J. Richman, American, at a noon meeting Wednesday in the F. S. Bowser Company plant, at Fort Wayne; Ernest A. Loop, Firemen's of Newark, before the Crawfordsville Chamber of Commerce Thursday, and Herbert A. Smith, Northern, before the Kiwanis Club of Columbus, Monday evening.

Michigan Agencies Incorporate

LANSING, MICH., Oct. 10.—Incorporation papers were filed the past week by three companies whose licenses include the operation of insurance agencies. The Consolidated Agency, Detroit, is capitalized at \$25,000 and its incorporators are Harry B. Douglass, Frank Totten and W. M. MacClenahan. Sterling Agency, Inc., Detroit, is capitalized at \$1,000 and

its incorporators are William C. Oddy, Detroit; John H. French, Gross Pointe Shores; Theodore C. McCutcheon, Detroit. Vonedad Place, Lansing, has a capitalization of \$50,000. Incorporators are H. U. Biggar, Harry L. Conrad and Donald V. Whipp.

Engle in Florida

Robert L. Engle, Indiana state agent of the National Liberty, has been sent to Florida to assist in adjusting that company's windstorm losses. He will be in Florida for several weeks.

New Oil Field Rules

MUSKEGON, MICH., Oct. 10.—Codified copies of regulations adopted by the state conservation department for safeguarding the local oil field from unusual fire hazards which have recently arisen have been received by the majority of Muskegon drillers and operators. The rules stipulate a clear space be provided within 50 feet of every drill rig, the area to be absolutely clean of inflammable material of any sort; that storage tanks, wells, nitro-glycerine magazines, and other such hazardous equipment be subject to the same regulations; that a strip of soil four feet or more wide be plowed about these cleared strips; that a fence be placed around all such equipment and properly placarded with no trespassing and no smoking signs; that slash in the petroleum area be removed within 10 days and as soon as operations are begun in all future activities.

Big Loss at Flint, Mich.

Michigan got off to rather a poor start on Fire Prevention Week when the most disastrous blaze of the fall caused a \$300,000 loss at Flint. The fire completely wrecked the four-story warehouse building of the Edwin Sterner Company, wholesale dealers in plumbing fixtures. Firemen managed, however, to hold the fire to the structure in which it originated.

The losses, as listed, were as follows: Edwin W. Sterner, building, \$100,000; Sterner Company, stock, \$75,000; Superior Felt Products Company, \$50,000; Peninsular Milling Company, 8,000 bushels of wheat stored in building; William Tate, automobile curtain manufacturer, \$10,000.

Indiana Notes

William G. Bussard, who for a number of years has conducted an insurance business at Elkhart, Ind., announces that Edward D. Gavney, South Bend, has become a member of the firm, which will be known as the Bussard-Gavney Company. Mr. Gavney for the last four years has been identified with the Travelers.

Fifty-six new fire alarm signal boxes now are being installed at Anderson, Ind., to afford better fire protection for several suburban communities that have developed during the last few years. This is an increase of about 40 percent. Anderson has nearly half as many alarm boxes as Indianapolis, a city of many times its size.

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

NEAL BASSETT, President

A. H. HASSINGER, Vice President

JOHN KAY, Vice President and Treasurer

WELLS T. BASSETT, Vice President

JANUARY 1ST, 1928, STATEMENTS

ORGANIZED 1855 FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$40,000,136.83	\$19,459,279.01	\$7,500,000.00	\$13,040,857.82	\$20,540,857.82

ORGANIZED 1853 THE GIRARD F. & M. INSURANCE COMPANY OF PHILADELPHIA, PA.

\$6,000,966.28	\$2,930,594.84	\$1,000,000.00	\$2,070,371.44	\$3,070,371.44
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ORGANIZED 1854 MECHANICS INSURANCE CO. OF PHILADELPHIA, PA.

\$4,828,245.29	\$2,820,808.68	\$600,000.00	\$1,407,436.61	\$2,007,436.61
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ORGANIZED 1866 NATIONAL-BEN FRANKLIN FIRE INS. CO. OF PITTSBURGH, PA.

\$4,907,721.63	\$2,557,216.60	\$1,000,000.00	\$1,350,505.03	\$2,350,505.03
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ORGANIZED 1871 SUPERIOR FIRE INSURANCE CO. OF PITTSBURGH, PA.

\$4,835,369.35	\$2,520,317.56	\$1,000,000.00	\$1,315,051.79	\$2,315,051.79
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ORGANIZED 1870 CONCORDIA FIRE INSURANCE CO. OF MILWAUKEE, WIS.

\$5,250,424.26	\$2,567,447.92	\$1,000,000.00	\$1,682,976.34	\$2,682,976.34
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ORGANIZED 1886 CAPITAL FIRE INSURANCE CO. OF CONCORD, N. H.

\$760,298.04	\$375.00	\$300,000.00	\$459,923.04	\$759,923.04
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TOTAL OF ASSETS
\$66,583,161.68

TOTAL OF LIABILITIES
\$32,856,039.61

TOTAL NET PREMIUMS
\$25,684,495.78

WESTERN DEPARTMENT
844 Rush Street
Chicago, Illinois

H. A. CLARK, Manager
Assistant Managers
H. R. M. SMITH
JAMES SMITH JOHN R. COONEY

EASTERN DEPARTMENT
10 Park Place
NEWARK, NEW JERSEY
CANADIAN DEPARTMENT
461-467 Bay Street
TORONTO, CANADA
MASSIE & RENWICK, Limited,
Managers

PACIFIC DEPARTMENT
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STATES OF THE NORTHWEST

MILWAUKEE PLANS SCHOOL

Prominent Men to Speak at Fire Prevention Sessions During October and November

MILWAUKEE, Oct. 10.—Milwaukee's annual fire prevention school, conducted by the fire prevention section, safety division of the Milwaukee Association of Commerce, will hold its first session on Oct. 16, according to Frank R. Daniel, chief engineer of the Wisconsin Inspection Bureau, who is chairman of the fire prevention section. The school will meet again Oct. 30, Nov. 13 and Nov. 27, and diplomas will be given at the final session to those who have completed the course.

An attractive program is being offered this year, in that national authorities in fire prevention work have been secured to address the school.

On Oct. 30, George B. Muldaur, general agent for the Underwriters' Laboratories, New York city, will give an address and demonstration of fire preventive and protective materials and apparatus. A film, "Everyday Fires" will also be presented.

To Discuss Electrical Hazards

Frank C. McAuliffe, chief of the fire insurance patrol in Chicago, will be the main speaker on Nov. 13 and will talk on "Plant Housekeeping from a Fire Prevention Standpoint." "Fortifying for Fire Fighting" will be the film shown.

Victor H. Tousley, electrical field engineer for the National Fire Protection association, Chicago, will speak on Nov. 27, on "Electrical Fire Hazards in Factories and Homes." One of the Milwaukee social centers will give the playlet, "Sparks" and the film entitled "The Danger That Never Sleeps" will be shown.

Henry Eckstein, president of the C. F. Hibbard Co., represents the Milwaukee Board on the fire prevention committee, and Paul E. Rudd, state agent for the Aetna, is the representative of the Wisconsin State Fire Prevention Association. Eugene F. Hackett of the fire prevention bureau of the Milwaukee fire department is another member of the section.

STATE HAIL FUND SHORT; ISSUE \$300,000 WARRANTS

PIERRE, S. D., Oct. 10.—State Treasurer Moodie has given notice that bids will be received on \$300,000 hail insurance warrants, to cover hail losses the past season. Payment of losses must be made this fall, Commissioner Lewis explained in securing authority from Governor Bulow to issue the warrants, and as the balance in the state hail insurance fund will not be sufficient to meet these payments, issuance of the warrants was decided upon.

The warrants run for nine months, coming due July 20, 1929, at which time, it was pointed out, premiums will be coming in to retire the issue when it matures.

Resume Wisconsin Blue Goose

MILWAUKEE, Oct. 10.—The Wisconsin Blue Goose will resume its noon luncheon meetings after a lapse in recent years. The first luncheon will be held here Oct. 15. Thereafter the luncheons will be held on the first and third Mondays of the month. Bert Lutz has been appointed to take charge of the luncheons and will arrange for programs. Business will be taken up at the one next week.

Albert Lea Loss Still Unadjusted

ALBERT LEA, MINN., Oct. 10.—Although six weeks have expired since the tornado the insurance companies

have not yet adjusted the loss on the city plant that was damaged to an estimated amount of \$115,000.

There has been considerable delay over the settlement of this loss, which is to be shared by nine or ten companies. The delay has been caused because of the wide variance of certain contractors' figures with the figures of the city engineer who estimated the damage for the city. More damage was done to the machinery than at first thought.

Smokers Cause Heavy Loss

ST. PAUL, Oct. 10.—Careless smokers who flip a cigarette butt or lighted match to the floor of a factory, business house or residence and proceed gaily on their way are probably the most active "firebugs" in America, according to John Townsend, Jr., chairman of the safety council of the St. Paul Association and in general charge of plans for Fire Prevention Week.

So far this year, three out of six of the most devastating fires in St. Paul have been blamed to careless smokers. These smokers' blazes, according to Mr. Townsend, damaged the Minnesota Sporting Goods Company to the extent of \$29,000, the Curtis studio \$12,000, and the Gray Milling Company, \$16,400.

Daniel Addresses Kiwanis

Frank R. Daniel, chief engineer of the Wisconsin Inspection Bureau, addressed the meeting of the Kiwanis Club at Racine, Wis., this week, asking for its support for fire prevention week in that city. He talked to the Milwaukee Kiwanis Club last week, urging it to support the Milwaukee fire department in its request for equipment and men.

Honor Alarm Service Veteran

Oscar D. Kleinstuber, chief of the Milwaukee fire and police alarm service, has completed 46 years of continuous service. His associates presented him with a gold and diamond studded police badge for his work.

Will Inspect Fargo

The Insurance Agents Association of Fargo and the North Dakota Fire Prevention Association will stage an inspection of fire risks in Fargo the last week in October, it is announced by Roy Baker, secretary. The survey, the first in five years, will be thorough in every respect, each building in the city being inspected by experts of the two groups.

Schroeder Adds to Staff

MILWAUKEE, Oct. 10.—The Chris Schroeder & Son Co. general agency here has added George E. Stetner and W. L. Stetner to its staff. The new men are brothers and graduates of the fire insurance course given by Northwestern university.

George Stetner will be a special agent in Wisconsin and northern Michigan. His field experience has consisted of two years as special agent for the North America in Tennessee, just prior to his coming to Milwaukee. W. L. Stetner, who has been with the Fire Association in the western office for the past two years as examiner, will work in the office.

Takes Out Tornado Cover

CHIPPEWA FALLS, WIS., Oct. 10.—For the first time in the history of the city, tornado insurance has been taken out on city property here. Tornado insurance amounting to over \$60,000 has been written on public buildings.

Wants City to Be Self-Insurer

MINNEAPOLIS, Oct. 10.—The public welfare board has before it a suggestion of Alderman Kjolraug that the city carry its own insurance on public buildings. He estimates an annual saving of \$25,000 on insurance premiums could be effected by such an arrangement.

Reports High Birth Rate

MINNEAPOLIS, Oct. 10.—The General Inspection Bureau reports a high birth

rate within its organization for the last two months. Within the last 60 days five new fathers passed cigars to their associates. W. B. Johnson, E. B. Hatch and D. K. MacLennan are the fathers of boys, while D. J. Roell and J. L. Poston

announce the birth of healthy daughters.

The Langdon, N. D., fire department quarrel which for several weeks kept the city without apparent fire protection has been settled.

IN THE MISSOURI VALLEY

PROGRAM OF KANSAS AGENTS

Full Details of Convention to Be Held at Pittsburg Oct. 18-20 Are Announced

The completed program for the annual meeting of the Kansas Association of Insurance Agents, to be held at Pittsburg Oct. 18-20, was announced this week. It follows:

Thursday, Oct. 18

Noon—Executive committee meeting.
2 p. m.—Visit to deep mines in vicinity of Pittsburg, by courtesy of the Pittsburg Insurance Association.
Address of welcome by L. M. Atkinson, mayor of Pittsburg.
Response to the address of welcome by Bert Mitchner, Hutchinson.
Appointment of convention committees.

Open discussion.
Informal get-together smoker.

Oct. 19, Morning

Report of president, Charles G. Blakely, Jr., Topeka.
Report of secretary-treasurer, Charles K. Foote, Wichita.
Address by Charles F. Hobbs, Republican nominee for insurance commissioner of Kansas.
Address by Charles L. Gandy, president of the Alabama Association of Insurance Agents and executive committeeman of the National Association.

Afternoon

Open discussion.
Executive session (members only).
"Overcoming Mutual Competition," a practical demonstration by the Wichita Board.
Open discussions:
The Oil Association Reduction of Commissions, led by Frank T. Priest, Wichita.
Stock Company Reinsurance of Mutuals, led by Seymour E. Dehmer, Dodge City.
Local Board Advertising, led by Glenn E. Charlton, Lawrence.
The Kansas Insurance Code.
Revision of State Association Dues.
Automobile Clubs.
Report of Committee on Resolutions.
Report of Committee on Nominations.
Election of Officers.
Banquet, 7 p. m.

Saturday, Oct. 20

Golf tournament at the Pittsburg Country Club. There will be separate prizes for agents and company men.

MORE TORNADO LITIGATION

Latest Kansas Suit Involves New Demand for Reports from Companies—Tax Order May Stand

TOPEKA, KAN., Oct. 10.—Attorneys for the insurance companies writing tornado business and the state have been unable to agree upon the making of reports by the companies relative to impounded tornado premiums. The question therefore was submitted to Judge Kline of the county district court.

The state is about ready to return the impounded tornado premiums in its possession. The companies are supposed to have returned the premiums in their possession to the policyholders, but the state alleges that not all of the money has been returned by the agents and the state filed a motion asking that the companies be required to make an exhaustive report on every cent of the premiums involved in the litigation. Judge Kline is expected to make a decision about October 20.

The state may not appeal the case involving the premium tax on impounded tornado premiums, decided against it last week in district court here. The court allowed the state 15 days in which to determine what action it would take.

State officials recognize that the companies are entitled to the money. Most of them are inclined to let the order stand.

Commissioner Baker expects to be-

Why Insure At All?



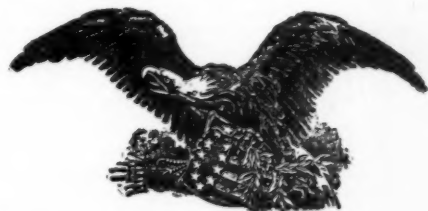
If a prospect looks at insurance as totally unnecessary, all you need do is cite any number of the numerous cases where insurance has stepped between the individual and the loss. But few people object to insurance now-a-days—not to the better known forms. Fewer would look upon the lesser known kinds in an indifferent manner if they knew all about them. That is your opportunity.

Talk reasons why Rent and Rental Value Insurances are as necessary as Fire Insurance for property owners. Show wherein business men can safeguard with Business Interruption Insurance. And for these forms of Insurance you already have a large prospect list. Your Fire and Windstorm clients are logical names for solicitation. Go over your present clientele and start out right now to secure new business—they know you already and that is an advantage at the start.

In localities where this Company is not represented, live, reputable agents are invited to apply for representation.

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Fire Insurance Company*

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AMERICAN NATIONAL FIRE INSURANCE COMPANY

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JESSE E. WHITE, Vice-President JOHN A. DODD, Vice-Pres. and Sec'y
GEORGE E. KRECH, Secretary
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SAN FRANCISCO
INDIANAPOLIS
DULUTH

DETROIT
BUFFALO
RICHMOND

SUSSEX FIRE INSURANCE COMPANY

Cash Capital
\$500,000.00



Total Assets
\$1,921,522.86

Net Surplus \$1,346,522.86

Policyholders Surplus 1,846,522.86

(Statement as of June 30, 1923.)

Announces that it is operating purely as an Agency Company and is a firm believer and supporter of the American Agency System.

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GEO. M. EASLEY AND COMPANY GENERAL AGENTS—DALLAS

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Boston Ins. Co.
Pittsburgh Underwriters
Patriotic Insurance Company
Federal Ins. Co. of Jersey City
Globe Indemnity Co. New York
Fire & Marine Und. Agency of Automobile Ins. Co. of Hartford

gin mailing the checks for the refunding of the tornado impounded premiums about Nov. 1. There was a wide miscalculation of the number of checks required for this work. It was thought that 70,000 would be the maximum but the number is now over 80,000 and there are between 2,000 and 3,000 checks yet to be written.

Criticizes Lincoln Fire Station

LINCOLN, NEB., Oct. 10.—Lincoln's main fire station was declared by W. S. Rathbun, engineer for the National Board, after an inspection of fire fighting facilities, to be worst from the standpoint of health and comfort of firemen he has seen the country over. He said it was a shame for a city the size, standing and wealth of Lincoln to force employees to live in such quarters. The apartment is not weathertight, and smoke and gas from motor exhausts fill it every time the machines start, while the floor is damp and the lighting poor.

"We can not penalize the city for this condition of affairs," he said, "but such living quarters are bound to affect the morale of the men who use them. I understand the voters have refused to sanction the city council proposal for a new municipal building, although three times submitted. I would suggest that the community chest include the firemen as objects of aid."

Wichita Insurers Expanding

WICHITA, KAN., Oct. 10.—Two new members were added to the Wichita Insurers at their regular meeting last week. W. J. Harrell, representing the National Finance & Investment Co., a branch of the National Savings organization, which also conducts the National Savings Life and the National Savings Building & Loan, and Earl R. Findlay of the Earl R. Findlay Company agency were admitted under the special \$100 membership campaign. Mr. Findlay had previously been a member and officer of the Wichita Association of Insurance Agents organized last spring. Several additional members will probably be brought into the Wichita Insurers before the campaign is ended, as all eligible fire and casualty agents in the city are desired.

A special sales stunt which the Wichita Insurers will put on at the meeting of the Kansas Association of Insurance Agents at Pittsburg next week was reviewed by C. K. Foote, who has charge of the stunt.

President Lee Webb presided at the meeting, some thirty being in attendance.

Central Kansas Field Club

WICHITA, KAN., Oct. 10.—E. W. Beeson of the Wichita office of the Western Adjustment led the discussion at the meeting of the Central Kansas Field Men's Club last week on "Adjustment of Losses Under the Short Term Grain Contract."

Committee chairmen were announced by President Austin Stone as follows: Harry B. Brown, Northwestern National, program; James M. Harris, North America, publicity; Col. Sam F. Woolard, American Central, bulletin; J. F. Snyder, St. Paul, scout; R. A. Gamble, Milwaukee Mechanics, entertainment; H. A. Blinn, Kansas Inspection Bureau, library.

Twenty members were present, including W. S. Gibson, Jr., whose father is a member of the club, representing the St. Paul.

New Kansas Rate Books

The Kansas Inspection Bureau has published new rate books for Andale, Hill City and Olin. Eldorado is to be rerated this month, its classification having been improved from National Board Class 7 to Class 6, due to extensive improvements in the fire department, water supply, and the enactment of additional fire prevention ordinances.

Heart of America Blue Goose

KANSAS CITY, MO., Oct. 10.—The Heart of America Blue Goose held its regular luncheon Monday, with Robert D. Air as chairman. O. D. Cox reported for the entertainment committee that that committee is planning some entertainment for the near future. B. J. Fradenburg spoke for the Missouri Association of Insurance Agents, thanking the field men for their cooperation during his two years of administration as presi-

dent of the Missouri association, and said he would need their cooperation in his new work as chairman of the membership committee. Frank Eubank was appointed chairman for next week.

Kansas Fire Preventionists Elect

TOPEKA, KAN., Oct. 10.—The annual election of officers of the Kansas State Fire Prevention Association was held in Topeka last week. S. E. Willcuts, state agent of the Firemans Fund, was elected president; William E. Ellis, state agent Glens Falls, vice-president, and V. E. Herbert, state agent of the National-Ben Franklin, secretary to succeed himself. C. H. Dachenbach, state agent for Crum & Forster, is the retiring president.

Plans are under way for the inspection of Lyons and Sterling in November. No October inspections will be held as two towns, Hays and Ellis, were visited in September. Later in the year, Beloit, Concordia and Belleville will be scheduled. Topeka is working toward an inspection in lieu of any special program along this line during Fire Prevention Week, the Chamber of Commerce sponsoring the plan.

Chairmen of the various committees are to be appointed by the president at an early date.

St. Louis Agency Changes

ST. LOUIS, Oct. 10.—The Lafayette-South Side Insurance Agency, Broadway and Lafayette avenue, St. Louis, a corporation composed of William J. Jones, president; Oscar L. Kupper, secretary-treasurer; George R. Hunsche, vice-president; George Dinzebach, manager, has been named Class 2 agent for the American Central, Commercial Union, National of Hartford and St. Paul. They have joined the Fire Underwriters Association of St. Louis as Class 2 members.

The L. J. Sherwin Insurance Agency has been named Class 2 agent for the American Alliance and Home Fire & Marine.

The Ziegler & Handler Agency, composed of Charles M. Zeigler and Harry Handler, has been appointed Class 1 agent for the Commercial Union, Standard of Hartford and National Ben Franklin.

L. F. Padberg & Son have entered the insurance business as Class 2 agents for the Scottish Union & National.

September Losses Heavy

KANSAS CITY, MO., Oct. 10.—The September fire losses in Kansas City were more than double those of September, 1922, the estimated losses being \$180,926 as compared with \$63,383 for September last year. There were 245 fires compared with 200 for the same month last year. The total fire loss for the first nine months of this year is estimated at \$1,425,501, compared with \$1,085,924 for the first nine months of 1922.

Discuss Automobile Adjustments

George M. Montgomery, manager of the Wichita office of the Western Adjustment, led the discussion before the Central Kansas Field Men's Club this week, on "Adjustment of Automobile Losses." It was decided to spend several weeks on the various kinds of losses and adjustments. Mr. Montgomery will lead all of the meetings, which will amount to an open forum. Some 20 members were present at the meeting.

The club voted to cooperate with Robert D. Air, chairman of the committee on the Inter-Chamber Fire Waste Contest of the Kansas Fire Prevention Association and assist in getting 100 percent entry of the Kansas chambers in the contest. Only six towns have not entered the contest, it was reported.

Inspections at Ellis and Hays

As a result of the town inspections of Ellis and Hays, V. E. Herbert, secretary of the Kansas Fire Prevention Association, announced that 90 percent of the risks were found defective.

At Ellis 84 risks were inspected, 75 of which were defective, 278 recommendations being made by the 21 inspectors present. A member of the local fire department assisted in the inspection. Harry K. Rogers was present and addressed 750 school children as well as giving his "fire clown" act before 450. An evening meeting of the Chamber of Commerce, which sponsored the inspection, was attended by 90 and listened to Mr. Rogers as the principal speaker. All

inspectors present were elected honorary members of the Chamber of Commerce.

Sixteen Boy Scouts assisted the 22 inspectors at Hays, where 131 risks were visited and 125 found defective, 659 recommendations being made. At the Chamber of Commerce evening meeting, where Mr. Rogers was also the principal speaker, 100 attended. He also addressed 800 school children. Miller Bros., local agents, entertained the inspectors with a duck dinner.

Tractor Company Cooperating

Secretary V. E. Herbert of the Kansas Fire Prevention Association has announced that the John Deere Plow Company has bulletined all sales forces to push the sale of spark arresters for their tractors used in harvesting, as a result of complaint filed by the association. Investigation had shown that approximately 90 percent of the fires in Kansas wheat fields this year were caused by sparks from the Deere tractors. The Deere company's cooperation in the matter is gratifying.

Company in Receivership

The Hill Investment Company of Arkansas City, Kan., until two years ago the leading agency of Cowley county, was placed in the hands of a receiver by order of the court last week. Claude Vaughn, manager of the Fred J. Hess agency, was appointed receiver. Over a year ago the company discontinued its insurance department, R. W. Oldroyd, then president of the organization, withdrawing and taking the insurance business, which he has since conducted under his own name.

Show Iowa Loss Decreases

DES MOINES, Oct. 10—Iowa cities rank close to the top in comparison with other states in reduction of the annual fire loss, it is brought out in figures compiled for use during fire prevention week.

Council Bluffs showed the largest decrease in 1927 from 1926, and Waterloo the smallest decrease. A notable fact is that all of the leading cities in the state show substantial reductions.

The fire losses of Iowa cities for two years and the percentage of decrease are as follows:

	1927	1926	% of Decrease
Council Bluffs	\$141,153	\$999,610	86
Davenport	103,999	447,856	78
Des Moines	268,655	388,228	31
Waterloo	97,360	120,861	20

Plan Inspection of Dubuque

The Iowa State Fire Prevention Association will hold a two-day inspection at Dubuque, Oct. 17-18. Homer Templeton, special agent for the North River, and advance agent for this year's inspection, has completed the arrangements. A large attendance of field men is expected.

This will be the last inspection this year. Dubuque was inspected several years ago, but small attendance handicapped the work badly.

Missouri Notes

The office of Wilbur F. Maring, Jr., secretary of the Missouri Association of Insurance Agents, has been moved to 601 Ridge Arcade building, Kansas City. Mr. Maring is also secretary of the Insurance Agents Association of Kansas City and the Casualty & Surety Underwriters Association of Greater Kansas City.

Nebraska Notes

The town of Center, Neb., county seat of Knox county, has voted bonds to install a waterworks system for fire protection and domestic use.

William H. Elbourn, Lincoln insurance man, is dead, at the end of a long illness that began with a broken hip received in a fall last July. He had been in the business for 16 years in that city. Previous to that he had lived in Omaha, where he was prominent in local politics.

Steps have been taken by the city council of Chadron, Neb., to conserve the sources of its water supply. Engineers have been employed to suggest plans for raising the dam that holds back the flood waters which have from time to time caused considerable damage to the city reservoir, which is fed by springs.

Iowa Notes

The Iowa Blue Goose has announced that it will hold a dinner and initiation at Des Moines, Nov. 9.

Clarence Bahnson of Inwood has purchased the Inwood agency formerly con-

ducted by S. J. Mak of Perry, special agent for First American Fire.

Harry Rogers, nationally known as "the fire clown" will arrive in Des Moines Thursday to address civic clubs and high schools in the interests of fire prevention week.

Kansas Notes

Charles J. Slawson of the Dulaney, Johnson, Yankee & Priest agency, Wichita, is in Chicago this week on business for the agency.

The Israel-Horn Agency of Wichita has been appointed to represent the Empire State, newly organized running mate of the Agricultural.

J. Burr Taylor of the fire prevention department of the Western Actuarial Bureau addressed a meeting of the Hut-

chinson Chamber of Commerce, Oct. 10.

John N. Phelen of Chicago, manager of the farm and hall department of the Firemen's group, is spending this week in Kansas with State Agent V. E. Herbert.

Amos Belsley, veteran local agent at Wellington, Kan., lost a large barn and all contents by fire last week on his farm occupied by a tenant. Needless to report, the loss was covered by insurance.

The first annual picnic of the Dulaney, Johnson, Yankee & Priest agency of Wichita, was held last week. All officers and employees with their families attended, more than 75 in all. The feature was the baseball game between Frank Priest's and Paul Yankee's teams.

Funeral services were held in Wichita Monday for John Gorman, a former Wichita fireman, who contracted tuberculosis as a result of being overcome with

chlorine gas while fighting a flour mill fire some three years ago. Gorman had been able to return to duty following several days in the hospital.

Twenty-seven tank cars of gasoline and their contents were totally destroyed by fire at Zyba, Kan., on the Rock Island Railroad, 20 miles south of Wichita, following their derailment. The loss is estimated at around 75,000. Considerable insurance is involved, although there is a question as to the damage to the tank cars before the fire ensued.

Howard V. Wheeler and Mrs. Wheeler, with their son, Winston Wheeler, have returned to Wichita following several weeks tour of Scotland and England. Winston Wheeler is spending several days in the Wichita office of Wheeler-Kelly-Hagney Trust Co. before returning to San Antonio, Tex., where he is connected with the Wheeler-Gill Company.



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Your 32 page booklet which tells about your course on Fire Insurance and Allied Lines.

—Business-Getting Knowledge—

Your 32 page booklet telling about your course in the Analytic System for the Measurement of Relative Fire Hazards, better known as the Dean Schedule.

—Six Honest Serving Men—

Your 28 page booklet telling about your Sales Training Course in Accident and Health Insurance.

—Your Opportunity to Earn More—

Your 32 page booklet telling about your monthly accident and health service on salesmanship and policy analysis.

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Company

Position

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City

State

SECURITY FIRE INSURANCE CO. of Davenport, Iowa

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Automobile Insurance—Full Coverage—All in One Policy
Plate Glass, Liability and Accident Insurance
Capital Stock \$250,000—Assets Over One Million
Surplus to Policyholders Over Half Million

Agents wanted in Illinois, Ohio, Missouri, Kentucky, Michigan, Tennessee, Kansas, Indiana, Alabama and Florida. J. R. Jones, Sec'y & Mgr.

FIRE REINSURANCE TREATIES

Eagle Fire Insurance Company
(NEW JERSEY)

Baltica Insurance Co., Ltd.
(DENMARK)

Franklin W. Fort - Thomas B. Donaldson
18 WASHINGTON PLACE, NEWARK, N. J.

STATES OF THE SOUTHWEST

FINISH OKLAHOMA PROGRAM TO CONTINUE FORMER POLICY

**Strong List of Speakers Secured for
Agents' Annual Meeting
Oct. 17-18**

The completed program for the annual meeting of the Oklahoma Association of Insurers at Oklahoma City Oct. 17-18, announced this week, contains an unusually strong list of speakers.

A feature of the entertainment for the convention will be the Blue Goose minstrels, who will put on a performance under the direction of Hal Watson of the Great American fleet.

The program for the business sessions follows:

Wednesday Morning, Oct. 17

Address of Welcome, Ed Overholser, president Oklahoma City Chamber of Commerce.

President's Annual Report, M. E. Williams, McAlester.

Address, J. G. Read, Insurance Commissioner of Oklahoma.
"The National Association," Chas. L. Gandy, Birmingham, Ala.

Wednesday Afternoon

Appointment of committees by president.

Address, Charles T. Evans, Vice-President Home Fire of Little Rock.

Discussions on Solving the Agent's Problems:

Better Business Methods, J. S. Pearce, Tulsa.

Advertising, Lyle A. Stephenson, Kansas City.

Rating Bureau, C. T. Ingalls, manager Oklahoma Inspection Bureau.

Audit Bureau, W. B. Clinite, manager Oklahoma Audit Bureau.

Publications, G. D. Mathews, editor "Insurance Magazine."

Report of Oil Association Conference, R. H. Siegfried, Tulsa.

General Discussions.

Wednesday evening will be devoted to the annual banquet. The banquet will be informal and the program will consist entirely of entertainment. Following the banquet there will be dancing. For those who do not care to dance, arrangements will be provided for cards and other forms of entertainment.

Thursday Morning

Report of Secretary, M. B. Breeding, Oklahoma City.

Address, "Surety Bonds," Spencer Welton, president New York Indemnity.

Discussion of Casualty Insurance, led by J. S. Adams, Oklahoma City.

Discussion of Marine and Floater Insurance.

"The General Agency Plan of Operation," J. G. Leigh, Little Rock, Ark.

"The Relations of Agents and Field Men," W. S. Eberle, Oklahoma City.

Thursday Afternoon

Executive session to be attended by members only. Current problems and recent developments in the insurance business will be informally discussed.

Report of nominating committee.

Report of resolutions committee.

Report of Constitution and by-laws committee.

Election of executive committee.

Election of officers.

TEXAS ANTI-TRUST CASE SET FOR HEARING OCT. 19

AUSTIN, TEX., Oct. 10.—The suit brought by the state of Texas against the Potomac Fire and the Merchants & Manufacturers Fire for an injunction to restrain them from entering into an alleged agreement whereby their agents in Texas are forbidden to represent any other insurance company paying a higher premium rate has been set for hearing in the district court here Oct. 19. The suit is brought under the Texas anti-trust law.

Joe Peller, formerly special agent for the Equitable Life, has joined Ray H. Babbitt, a well known local agent at Lawton, Okla., and the new firm will operate as the Babbitt-Peller Insurance Agency.

**New Fire Insurance Commissioner of
Texas Will Carry Out Ideas
of His Predecessor**

AUSTIN, TEX., Oct. 10.—J. W. Dewees, former mayor of Paris, Tex., who has for 18 years been engaged in the insurance business in that city, was sworn in as state fire insurance commissioner Monday under appointment of Governor Moody to fill the vacancy on the state board of insurance commissioners caused by the death of the late Thomas Mitchell Campbell, Jr.

The new commissioner announced that he has no intention to depart from the general policies of his predecessor. "I am in full sympathy with the purposes which he was so successfully accomplishing," he said. "Naturally two men would do the same things differently, and if I appear otherwise, I wish to be understood as being in full accord with his policies and particularly in obtaining the cooperation of the insuring public, the companies and local agencies for the mutual good of all."

Commissioner Dewees announced he would keep up the fight for reduction in fire hazards in the state.

"The insurance premiums which the public pays annually constitute a tax," he said. "This can be reduced materially by a reduction in fire hazards and the full cooperation of all interested in the reduction of this burden. There is no other way to accomplish a great deal in behalf of the public by the way of relieving them from this tax."

Texas August Losses

AUSTIN, TEX., Oct. 10.—Fire losses in Texas in August aggregated \$990,302, compared with \$1,124,265 for the corresponding month last year, the state fire insurance department reports.

Of 388 fires reported, 144 were of unknown origin and caused a loss of \$526,018. Twenty-two incendiary fires were reported, causing loss of \$49,072.

New Rates for Tarrant County

AUSTIN, TEX., Oct. 10.—Fire Insurance Commissioner Dewees announces the mailing out of specific schedule of rates for Tarrant county. This rate book takes the place of former specific rate bulletins and carries all promulgated rates in the county outside of cities and towns where a specific schedule of rates has been printed for the individual city or town.

The department of Texas has reduced the key rate of Lamesa, Tex., from 40 cents to 35 cents on account of improvements in fire department equipment.

Specific schedule of rates has been mailed out to Munger, there being no change in the key rate.

Has Booth at State Fair

LITTLE ROCK, ARK., Oct. 10.—Arkansas is observing Fire Prevention Week through cooperation of firemen's association and various civic organizations. The Fire Prevention Bureau is taking an active part.

The Arkansas State Firemen's Association maintained a booth at the state fair at Little Rock, and distributed literature on fire prevention. A fire prevention program was broadcast from station KLRA at Little Rock, and talks made by well known men.

\$150,000 Loss in Oklahoma City

A fire supposed to have originated from defective wiring destroyed the plant of the A. L. West Lumber Company, 800 West Grand avenue, Oklahoma City. Other property destroyed in the fire included the residence of John Herring, Scott's grocery, Clary's garage, Blimms plumbing shop and three Frisco freight cars. The loss is estimated at \$150,000. This is the second lumber yard fire that has occurred on this street the

last few months. The Long-Bell Lumber Company in the 900 block on West Grand avenue burned some weeks ago.

Texas Oil Fires

Gasoline igniting while a workman was washing wrenches set fire to the plant of the Indiana Truck Corporation at Dallas, damaging or destroying the stock of 30 large trucks. Contents of the structure were estimated at \$250,000, and loss will run from one-third to half the value.

Another serious oil fire near Houston blazed for nine hours before sufficient mud was pumped into the flames to extinguish the fire. Flame from the boilers ignited the gas in a new well just being brought in.

Big Loss at Bryan, Tex.

Bryan, Tex., lost about \$250,000 of property when the Lawrence Cotton Warehouse burned in one of the most disastrous fires the city has ever had, with 2,500 bales of cotton a total loss, almost entirely covered by insurance. The ice plant of the Western Public Service Company, across the alley from the compress, suffered heavy damage, as did the store of Joe Kaplan & Co., where the blaze was extinguished before the stock of paints and oils on the second floor caught fire. Water damage to stock and equipment on the first floor was the heaviest part of the loss.

Fire Prevention Blue Goose Theme

DALLAS, Oct. 10.—The Texas Blue Goose observed Fire Prevention Week at its luncheon Monday and had as guests the officers of the Dallas Fire

Prevention Council. They were A. L. Ruebel, chairman of the council; T. L. Monagan, vice chairman, and Robert J. Smith, secretary. Mr. Ruebel was the speaker at the luncheon and told the ganders the purpose and duties of the council.

Oklahoma Notes

The Durham & Collins agency has moved to the new Gosse building at Altus, Okla.

Guy L. McLaury has sold his agency at Cushing, Okla., to R. M. Tuttle and Doyle Jurney.

J. A. Bosdett, Oklahoma state agent for the Royal, has left the hospital after a serious illness.

Howard Pate, Oklahoma state agent for the Commercial Union, has returned from a visit to the New York office.

Acting Chief R. G. McAlpine of Oklahoma City has warned residents of the city to be especially careful about fires as the prolonged drought makes the situation hazardous.

Fire, thought to have originated by instantaneous combustion, destroyed the elevator of the Hillsdale Equity Company in Garfield county, Okla. Loss is estimated between \$40,000 and \$50,000. Nearly 7,000 bushels of wheat were in the elevator.

Several men students of Phillips University at Enid, Okla., who have been employed as part time firemen in the local fire department, have been relieved as some of the commissioners did not feel that they should share in the regular firemen's compensation fund should they be injured and to which they would ordinarily be entitled.

Loss on the Lamar Theater building at Sherman, Tex., burned as a result of an explosion of film in the operator's booth, is estimated at \$35,000.

IN THE SOUTHERN STATES

MEMBERSHIP DRIVE PLANNED

Kentucky Association Makes Arrangements for Campaign at Louisville Meeting

LOUISVILLE, Oct. 10.—Plans for a state membership drive of the Kentucky Association of Insurance Agents were outlined at a meeting of the advisory committee in Louisville, attended by the local members and Harry B. Wilson, president, Irvine Ky., and Joseph H. Gausepohl, secretary, from Covington.

Leo E. Thieman, secretary of the Louisville Board, was named as chairman of the membership committee and principal speaker by Mr. Wilson. It is planned to hold meetings in a number of Kentucky cities, which have been closely picked, and which will cover the state, if the neighborhood cities come in as expected.

The cities selected are Covington, Newport, Maysville, Winchester, Danville, Ashland, Lexington, Frankfort, Middlesboro, Bowling Green, Mayfield, Henderson, Pikeville, Somerset, Paducah and Owensboro.

It has not been definitely decided as to just when the first of the meetings will be held, it being realized that agents in some sections will be fairly active with policies for the next month or so. Indications are that activity will be held up until after the election.

Columbus Fire Business Sold

All local business of the Columbus Fire of Columbus, Miss., has been assumed by the Mississippi Investment & Insurance Corporation. The Columbus Fire was organized in 1852. It collected \$531,617 in gross premiums in Mississippi last year. Thus it ranked third in premium volume among the 60 companies operating in the state.

Fire Sunday afternoon at Mt. Sterling, Ky., destroyed the Farmers Cooperative Stockyards, and Mt. Sterling stockyards, along with a section of business houses and residences, resulting in an estimated loss of \$100,000. The two stockyards were reported as valued at \$80,000 with no insurance. The Peacraft Hotel, Greenwade blacksmith shop, Salmon saddlery shop and a half dozen residences were reported as destroyed.

PYE WILL SUCCEED SCHOEN

Announcement Made of Selection as Chief Engineer of Southeastern Underwriters' Association

ATLANTA, Oct. 10.—Selection of H. Norris Pye, former assistant chief engineer of the Southeastern Underwriters' Association, as chief engineer of the organization has been announced by officials of the association.

Mr. Pye, who fills the post made vacant by the death of Allen M. Schoen, is well-known in local insurance circles, having been prominent in the operations of the Southeastern Underwriters Association for a number of years. He is a native of Georgia and became associated with the S. E. U. A. in 1915. He will take up his new duties at once.

The post of assistant chief engineer, which has been filled by Mr. Pye for some time, has been given to Joseph Whitner, who has been associated with the organization as a member of its engineering staff.

Announce Tennessee Speakers

A notable array of speaking talent has been secured for the annual meeting of the Tennessee Association of Insurance Agents, which will be held at Chattanooga Oct. 24-25. The list so far secured, as announced this week by Miss Julia Hindman, secretary of the Tennessee association, includes Carl E. Ingram of Chicago, assistant western manager of the Westchester; Frank S. Dickson of the National Board, Chicago; Col. R. Hill Carruth, Memphis manager of the Fidelity & Deposit; Young E. Allison, Jr., of the "Insurance Field"; A. B. Paschall, branch manager of the Travelers at Nashville; A. S. Caldwell, Tennessee insurance commissioner, and Henry Swift Ives of the Casualty Information Clearing House, Chicago.

Vernor and Rogers at Lexington

Richard E. Vernor of the Western Actuarial Bureau, Chicago, and "Smoky" Rogers, the fire clown, will be in Lexington, Ky., Oct. 24-25 for the fire prevention meeting held under the auspices of the Lexington Board of Commerce

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and the Kentucky State Fire Prevention Association.

Samuel B. Walton of that city, chairman of the fire prevention committee; M. A. Cassidy, superintendent of the Lexington schools, and Miss Mattie Dalton, superintendent of schools of Fayette county, in which Lexington is situated, had a meeting with the State Fire Prevention Association and arranged the program.

Gives Fire Alarm from Air

Descending from the clouds to give the alarm as fire was destroying the residence of John McDowell at Campbellsburg, Ky., Ross Arnold, air mail pilot between Louisville and Cleveland, acquires a unique status in fire prevention. Flying over the town at 3:30 a. m., Arnold observed the fire, and circled over the community, making so much noise that he awoke the residents in time to save the family. The loss was \$10,000.

New Augusta Agency

Adrian B. Sherman and Ernest W. Sherman have formed the Sherman Realty Company with offices in the Marion building, Augusta, Ga. Adrian Sherman was formerly with Blanchard & Calhoun. The new firm will conduct an insurance department, representing the Northern of New York and Automobile of Hartford.

Planting Public Fire

Since planting recently with Willis, Johnson & Co., at Richmond, Louis T. Miller, state agent for the Public Fire in Virginia and the two Carolinas, has made several other connections in Virginia, he announces, and has also planted with an agency in Columbia, S. C. He was in North Carolina this week with a view of forming agency connections in that state.

Alabama Laws Compiled

MONTGOMERY, ALA., Oct. 10.—The Alabama bureau of insurance has just received from the printer a new com-

pilation of the insurance laws of the state. This volume has been very carefully codified, indexed and corrected by Russell P. Coleman, deputy superintendent of insurance, and contains all the rulings, opinions of the attorney-general and recent insurance legislation, as well as the workmen's compensation laws and also the new legislation on credit unions, which the last legislature enacted and placed under the direction of the superintendent of insurance. Mr. Coleman devoted some two months spare time work to preparing the book.

Virginia Notes

The St. Paul Fire & Marine has planted with Overbey, Lacy & Webb of South Boston, Va.

Jack L. Epps has sold his interest in the Richmond local agency of Epps, Epps & Co. to his brother, Frank D. Epps, who will now carry on the business alone. The firm has been sole agent for the St. Paul Fire & Marine for 18 years. This connection will be continued as before.

Kentucky Notes

David Moore, superintendent of agents of the National Liberty, was a visitor in Louisville the past week.

Lee Upton, state agent in Kentucky for the Home group, has gone to New York to spend a few days at the home office.

R. P. Barbour, United States manager of the Northern Assurance, is in Louisville for a visit with State Agent J. Reyburn Watson.

Loss of about \$50,000 resulted from a fire Oct. 6 in the Settle Transfer Company's building at 225 West Main street, Louisville, causing some damage also at 223 and 227 West Main street.

Fire Oct. 6 caused an estimated loss of \$40,000 at 400-410 South Sixth street, Louisville, and on Liberty and Cedar streets. Hutchison Brothers Transfer Co., Lottman Oil Co., Nuckolls tire shop, Schnedder Plumbing Co., Galyon Printing Co. and the Louis Electric Co. were the principal sufferers.

J. N. Miles of Frankfort, Ky., one of the oldest and best known local agents in central Kentucky, had a narrow escape last week when the automobile in which he was riding was struck by a train at Alton, Ky. While Mr. Miles escaped with bruises and a few sprains, the car was a complete wreck.

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COAST AND MOUNTAIN FIELD

SEATTLE WINS INCE TROPHY

Receives Award of Fire Chiefs for Fire Prevention Work—Richmond, Cal., Gets Second Cup

Seattle won the Thomas H. Ince Trophy for the city of more than 100,000 population making the best showing during the past year in fire prevention work and results as well as for general fire improvements. The award was made at the closing session of the annual convention of the Pacific Coast Association of Fire Chiefs at Sacramento.

Richmond, Cal., received the second cup for cities of less than 100,000 population. Both remarkable improvements over past years. This is the second time Seattle has won the award and if that city wins it again it will become permanent.

One of the features of this year's convention was the appearance and participation of three western governors, C. C. Young of California, R. I. Patterson of Oregon and Balzar of Nevada. All made brief speeches at the banquet in which they praised the improved fire departments on the west coast.

Mayor Sol P. Elias of Modesto, Cal., addressed the convention and paid a tribute to the work of the engineers of the Pacific Board in assisting the various communities in constructive programs toward better fire fighting facilities.

There was a large delegation of fire insurance executives in attendance at the convention. Frank J. Agnew, superintendent of agencies for the Fireman's Fund, received the gold watch presented by the fire chiefs for obtaining the most members of the association since the last convention. Governor Young made the presentation.

COAST COMPANIES MERGED

West American Commercial of Los Angeles Will Write Full Cover Automobile and Casualty

LOS ANGELES, Oct. 10.—Consolidation of the West American Insurance Company with the Commercial Insurance Company, both with headquarters in Los Angeles, into a multiple line automobile and casualty company, to be known as the West American Commercial, is announced by Harold Bayly, president. The new company will have assets in excess of \$1,350,000, paid-in capital of \$250,000 and a net surplus of \$250,000. Both the West American and the Commercial have been operating in California for a number of years and have written a substantial volume of business among automobile dealer and finance interests. The Commercial was organized in 1923 by President Bayly and his associates, who also purchased the West American last May, with the intention of merging the two companies and extending operations in the agency field.

The West American began writing business in 1920 and its premium income in 1927 approximated \$1,000,000, consisting mainly of automobile fire, theft, collision and property damage coverage. The Commercial for the same year showed a premium income of approximately \$400,000 on the same classes of business.

Officers of the new company in addition to Harold Bayly, president, are: J. E. Coberly, executive vice-president; G. A. Inman, vice-president and secretary; F. M. Ludwick, vice-president; R. J. Giles, vice-president; R. D. Bayly, treasurer, and E. M. Brace, assistant secretary. The West American Commercial will write complete coverage automobile insurance and general casualty lines and its operations for the present will be confined to California.

YEAR'S WORK IS REVIEWED

Pacific Board Has Regraded 39 Towns, Secretary Badger Reports—Comments on Earthquake Situation

SAN FRANCISCO, Oct. 10.—Some 39 cities and towns have been regraded by engineers of the Pacific Board in the past year, with 30 receiving reductions in rates, three moderate increases and six remaining unchanged, according to Harry F. Badger, secretary of the board.

One of the difficulties with which the board is confronted, according to Mr. Badger, is the rapidity of growth of some of the communities. "Appropriations," he says, "may be made for improvements, largely based on promises of reduction in insurance rates, but before the additional apparatus is provided or the water mains extended, the town has grown to such a point that the relationship between the fire defense system and the population served remains as before."

Referring to the "earthquake situation," he says: "Of late the earthquake hazard in California has been the subject of much comment in the press, and whether or not the situation has been exaggerated, the fact remains that it is important and should have consideration along with the hazard of fire and the methods used to prevent it." Continuing Mr. Badger points out that the board is actively cooperating with the building officials' conference and the disaster committee of the California Development Association in the preparation of a standard building code. "This code will undoubtedly recognize the importance of designing buildings to resist earthquake stresses, as well as to resist fires," he says.

Grain and forest fires the past year have been noticeably frequent and disastrous, with the result that Governor Young has appointed a committee to consider ways and means of preventing such fire or of restricting their spread. Mr. Badger states, adding that definite plans are being formulated with the assistance of the Pacific Board to prevent a recurrence next season of at least many of the fires which swept over the grain fields this year, destroying many square miles of crops and pasture lands.

EXECUTIVES CONSIDERING GENERAL AGENCY REPORT

SAN FRANCISCO, Oct. 10.—Company executives, members of the eastern conference committee, are considering the revised report of the general agency committee of the Pacific Board, which was submitted to the membership in San Francisco last Thursday. While a few changes have been made from the original report the new statement does not indicate any weakening on the part of the committee. San Francisco executives feel that the report is even more determined in its recommendations than the original.

Until more is heard from the head offices the general agency situation in Washington is supposed to remain unchanged—that is, no steps are supposed to be taken by companies which will cause any more disturbance. It is generally reported, however, that the "gentlemen's agreement" has not been fully recognized by two or three offices.

Hold Pre-Convention Rally

Agents of Marin, Sonoma and Napa counties, Cal., held a pre-convention rally Oct. 8 at Sonoma Mission Inn. Among the speakers were President Harry R. Schroeter of the California Association of Insurance Agents, Secretary P. S. W. Ramsden, Vice-President Nye B. Swett of Fresno, and Vice-President W. G. Thompson of Napa. Mr. Schroeter and Mr. Ramsden both re-

viewed the recent West Baden convention of the National association. H. J. Thielen, regional vice-president of the National body, was also a speaker.

Clearing House Extends Field

The Insurance Clearing House, with main office at 519 S. California Street, San Francisco, is now operating in Oregon and has announced the state of Washington as its next objective. The Clearing House was originally established with insurance companies only as members, but a year ago was expanded to include all insurance agents. It is maintained primarily for the collection of delinquent accounts.

Best Agency Sold

The Charles S. Best Company of Seattle, an old established general agency, has been purchased by Carter, MacDonald & Co. Charles C. Best is a brother of Alfred M. Best, New York insurance publisher. The Best agency was established some 20 years ago.

Los Angeles Agencies Merged

LOS ANGELES, Oct. 10.—Consolidation of the H. K. Ward agency of Los Angeles with the Whitaker-Battelle Company was announced last week. The Ward agency represented the Eagle of New York, Mercantile Underwriters and the Eureka-Maryland Life, the latter on a general agency basis in Southern California. It is understood that Mr. Ward will be identified with the Whitaker-Battelle Company in an executive capacity.

New Los Angeles Fire House

The finance committee of the Los Angeles city council has recommended the appropriation of \$201,000 from the public improvement fund for the construction of five new fire houses and the rebuilding of the fire house at Temple and Edgeware streets. As rapidly as the new stations are completed the city will provide funds for equipment.

A resolution introduced by Councilman Martin at a recent session of the city council recommended that the city carry its own fire insurance on the new city hall. The board of public works is now placing \$3,000,000 fire insurance on the building. Councilman Martin stated that as the building is fireproof this is a waste of money. The city was authorized by the voters three years ago to carry its own fire insurance. The resolution was sent to committee.

Oregon Pond Takes Up Charity Plan

The Oregon Blue Goose will hold what has been designated as a "charitable" meeting Nov. 5 in Portland. The principal business to come up will be a discussion on a resolution which calls for assessing the ganders \$2 annually until there is \$500 in the charitable relief fund of the pond. The ganders have been considering building up the fund on the suggestion of Most Loyal Grand Gander J. Charles Harris, who is spreading this message throughout Blue Goose-dom.

Coast Notes

Thomas E. Maloney, vice-president of the Fred B. Grinnel Company, Spokane, and manager of the insurance depart-

ment, has joined the General of Seattle as manager of the American Insurance Agency.

Ben F. Cator, vice-president of California Agencies, is in Chicago, where he expects to remain for about three weeks.

Charles Harris, elected most loyal grand gander of the Blue Goose at the Montreal meeting, has returned to San Francisco, where it is planned by the local pond members to give him a luncheon the latter part of this month.

R. H. Griffith, manager of the Glens Falls and Commerce, is in the Pacific northwest, where he went to meet F. M. Smalley, vice-president of the Glens

Falls. Together they will make a tour of inspection of the northwest territory.

The insurance loss amounts to \$57,467 on the \$195,000 policy written under a general form by the Northwestern Mutual Fire on the Bloedel-Donovan Mill at Skykomish, Wash., which burned July 26. J. R. Mason, independent adjuster, handled the loss.

Jay W. Stevens, chief of the fire prevention bureau of the National Board and California state fire marshal, left for Philadelphia Saturday with a delegation of coast fire chiefs to attend the annual convention of the International Association of Fire Chiefs.

a new agency agreement by the first of the year.

PHILADELPHIA FIGURES DROP

Total Net Premiums Show Decline of 8¼ Percent First Six Months of 1928 Compared with 1927

Fire insurance premiums written in Philadelphia the first six months of this year decreased about 8¼ percent as compared with premiums for the first six months of last year. The 1928 total was \$6,106,153. Although some individual companies show good increases, the majority of Philadelphia, Pennsylvania, other United States and foreign companies show decreases.

Net written premiums of companies showing more than \$50,000 for the first half of 1928, with comparative figures

NEWS FROM EASTERN FIELD

TO CONFER ON PHILADELPHIA

Hopes Now Expressed for Amicable Settlement of Controversy With E. U. A. Over That City

PHILADELPHIA, Oct. 10.—As a result of the meeting held in New York last week between the territorial committee of the Eastern Underwriters Association and the committee of seven of the Association of Fire Insurance Agents of Philadelphia, a series of conferences between the two groups will be held in Philadelphia within the next 30 days.

Agents and company officials alike refuse to divulge what happened at the New York session. However, it is said that the companies receded somewhat from their recent stand and are anxious to effect a harmonious feeling between the agents and the companies, believing that the companies can make money only if there is harmony existing between the agents and the companies.

A member of the agents' committee declared today that "things look pretty good now and I wouldn't be surprised if something came out of the meetings."

So the Philadelphia situation, which

was very much "on" a few months ago and still more "off" last week, is now "on" again with indications pointing to an agreement between agents and companies settling all difficulties by the middle of November and the signing of

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THE NATIONAL UNDERWRITER, A-1946 Insurance Exch., Chicago

for the first half of 1927, are shown be-
low:

	1928	1927
Alliance	\$214,135	\$234,146
Fire Association	164,905	165,650
Franklin	348,127	361,967
Ins. Co. of N. A.	435,707	441,756
Ins. Co. State of Pa. ..	67,547	75,423
Lumbermen's	33,783	107,795
Mechanics	103,743	113,011
Pennsylvania Fire	203,398	210,917
Philadelphia F. & M. ..	70,516	68,824
Aetna	72,850	69,867
Commonwealth	53,393	44,229
Continental	50,310	58,786
Globe & Rutgers	91,507	73,713
Home, N. Y.	171,490	170,043
National, Conn.	56,532	86,236
National Liberty	68,422	75,117
Niagara	62,270	26,503
L. & L. & G.	82,526	85,587
No. Brit. & Merc.	71,672	79,505
Royal	124,072	125,258

Binder Practice Attacked

BOSTON, Oct. 10.—The practice of is-
suing binders and following the binders
with policies dated later, without col-
lecting any premium for the time be-
tween the dates of the binders and pol-
icies, has been taken up by the Massa-
chusetts department. The W. A. Put-
nam Company of Leominster, Mass., has
been cited to appear before the acting
commissioner of insurance to answer to
a charge of this character.

New England Exchange Meeting

BOSTON, Oct. 10.—The New England
Insurance Exchange advanced its
monthly meeting a week. The following
were elected to active membership: P.
A. Brickley, Stuyvesant; V. C. Metz,
Great American; J. M. Van Buren, Con-
tinental.

H. G. Bralhwate, formerly with the
Boston, who has recently purchased an
agency in Bridgton, Me., resigned as an
active member and was elected to the
honorary list. F. M. Bell, formerly spe-
cial agent for the Home, resigned as an
active member and becomes an honorary
member. He goes to Utica, N. Y., to
become associated with the Allied Fire
of Utica.

The meeting concluded with the read-
ing of resolutions on the recent death
of E. G. Smith by Gayle T. Forbush of
New York and on the death of Arthur
T. Hatch by Walter Adlard.

Many Windstorm Losses

BALTIMORE, Oct. 10.—While torna-
does are rare in this section of the
country, only 12 having occurred in
Maryland in the past 25 years, wind-
storms frequently do damage and thou-
sands of dollars in losses are paid out
each year, according to Charles H. Rolo-
son, Jr., vice-president and secretary of
the Central Fire.

"While tornadoes are destructive and
spectacular," he said, "windstorms of a
medium degree of violence represent
44.5 percent of the whole number of de-
structive storms reported, while the less
violent form of storm, but sufficient to
cause material damage, represents 53.3
percent of the total occurrences.

"About 30 percent of the windstorms
in the north Atlantic, according to sea-
sonal distribution, have occurred be-
tween May and August, and 70 percent
between September and December. There
is, however, no month in the year in
which our local department is not called
upon to pay losses to property damaged
by windstorm. In January of this year
we paid 113 windstorm losses in Balti-
more and the following June 129 in-
sured properties suffered damage by
wind and hail."

Morristown, N. J., Rerated

A saving of \$40,000 annually in fire
insurance premiums is expected to re-
sult to property owners of Morristown,
N. J., through the transfer of the com-
munity from Class D to Class C in the
rate schedule.

Complain of Sprinkler Offer

BOSTON, Oct. 10.—Lawrence W. Fuller,
secretary of the Lynn Board, has made
complaint to the Massachusetts depart-
ment against John H. Madden of Lynn,
an insurance agent, representing that
Mr. Madden has offered to furnish the
city of Lynn sprinklers and fire alarm
equipment in connection with fire in-
surance on its school buildings, con-
trary to law.

There seems to be some uncertainty
as to the application of the law cover-
ing the case. Opinions and interpreta-
tions of the law indicate that under
certain conditions inducements may be



Hartford
WESTERN
DEPARTMENT
Chicago

made if "that which is given, sold or purchased of value shall be specified in the policy" and further, that the statute "contemplates that it (that which is sold or purchased) shall be incorporated as one of the provisions of the policy, and applicable to each holder thereof in the class."

Harold J. Taylor, counsel for the department, says: "This statute has never been construed by our supreme judicial court, but we are informed that a case involving this statute is now pending before that court. While it is our opinion that the proposal submitted by Mr. Madden involves a violation of this statute, we are presently of the opinion, in view of fact that this case is pending, it would be expedient to await the decision in that case which may and probably will shed light on the construction to be given to this statute."

Insurance Society Golf Tournament

BOSTON, Oct. 10.—At the annual golf tournament of the Insurance Society of Massachusetts, with 50 members participating, the winners were:

Class A—Low gross, R. L. Goodale, 76; second, Warren Hopkins, 79; low net, William T. Jordan, 74; second, J. E. Healey, 77.

Class B—Low gross, Arthur L. Tash,

89; second, Kenneth L. Erskine, 91; low net, tie between R. G. Brown and E. W. Mahlstrom, 78.

Class C—Low gross, R. B. Farwell, 96; second, Fred Devereau, 99; low net, tie between J. A. Johnson and A. L. Tirrell, 83. Mr. Tirrell won the toss and the prize.

Eastern Notes

The inspection of electrical work in Providence, R. I., is now under the supervision of the public service engineer. Previously this work has been cared for by the Insurance Association of Providence.

The general insurance business of the late A. W. Smith at Attica, N. Y., has been purchased by E. J. Seagert of that place. He will have associated with him Oliver Williams, who has been operating the agency since Mr. Smith's recent death.

A general insurance business has been opened at East Aurora, N. Y., by Marshall & Hanavan, with capital of \$10,000. The incorporators are Fred J. Marshall and William F. Hanavan, insurance men of that village, and Richard S. Person, bank president.

Giles A. Geer of Utica, N. Y., organizer of the Merchants Cooperative Fire and its first business manager, died there last week after a long illness. He also organized the Dwelling Insurance Association of Central New York of which he was secretary and general manager.

of Chevrolets stolen. Each month they have shown a larger proportion, and in August exceeded the number of Fords stolen. Twenty-four counties in the state did not report a single loss during 1927.

Rider Heads Auto Department

C. A. Rider has been appointed manager of the automobile department of the Rollins-Burdick-Hunter Company agency in Chicago. Mr. Rider is a World War veteran and has been for the past five years with the Chicago office of Marsh & McLennan, more recently as head of the placing department.

Universal Auto Enters Iowa

DES MOINES, Oct. 10.—The Iowa department has admitted the Universal

Automobile of Dallas, Tex., to conduct business in this state. It writes automobile insurance exclusively.

The Universal Automobile has also been licensed in Idaho. The company now operates in 15 states. The Idaho business will be handled by C. B. DeMille, general agent of the company for Washington and Oregon.

Automobile Production Heavy

The National Automobile Chamber of Commerce is responsible for the statement that the production of automobiles in the United States and by Canadian companies manufacturing American cars for the first nine months of this year aggregated 3,692,563, within 21,000 of the high record for any like period in the history of the industry.

MARINE INSURANCE NEWS

WILL WRITE INLAND MARINE

President Roy E. Eblen of Central States Fire Announces Entry Into That Field

WICHITA, KAN., Oct. 10.—Roy E. Eblen, president of the Central States Fire of Wichita, has announced the entry of the company into the inland marine field. Airplane property damage, a coverage much in demand in Wichita and the middle west because of the seven airplane factories in Wichita and the popularity of airplanes, is one of 22 lines that will be written. Among the other lines are transportation by rail, water and auto truck; transportation by railway express and freight, including trip transit; motor truck transportation, fur floater, musical instrument floater, jewelry floater, fine arts, parcel post, registered mail and tourist baggage.

With the entrance of the Central States into the inland marine field, the company is prepared to offer all lines of coverage as written by the fire companies.

Reward for Stolen Gems

ST. PAUL, MINN., Oct. 10.—The St. Paul Fire & Marine has posted a reward of

\$10,000 for information leading to the return of \$150,000 in gems stolen from Ernest H. Porter, a salesman, in Minneapolis. The St. Paul carried the insurance on the gems.

Although accompanied by an armed detective, Mr. Porter was taken from an inter-city bus and robbed on the afternoon of Oct. 4.

On the previous day bandits held up the Penn Avenue State Bank in Minneapolis and escaped with \$12,000.

Start San Francisco Marine Classes

SAN FRANCISCO, Oct. 10.—The fall term of the educational classes of the Association of Marine Underwriters of San Francisco opened Monday. It is planned to hold classes every other Monday evening with two speakers, one on a subject relating to marine insurance and the other on a topic of general maritime interest. James A. Quimby of the law firm of Derby, Sharp, Quimby & Tweedt is chairman of the committee in charge of the classes.

Open Los Angeles Marine Department

Edward Brown & Sons, Pacific Coast general agents, announce the opening of their own marine insurance department at Los Angeles under the management of R. M. Campbell, with office in the general agency's fire department in the Association Realty building. Since 1925 Mr. Campbell has been manager of the marine department of Matt T. Mancha & Co., Los Angeles general agency.

MOTOR INSURANCE NEWS

CLUB ISSUES STOCK POLICIES

Hoosier Motor Club of Indianapolis Discontinues Placing Business in Reciprocal

The Hoosier Motor Club Insurance Agency of Indianapolis has announced to its membership its appointment as Indianapolis agent of the Hoosier Casualty and the Mid-West Insurance Company, both of which are stock companies associated under the same management. Hitherto the automobile club has done its insurance business with a reciprocal domiciled in Indianapolis. The club plainly announces that it has discontinued issuing the policy of the American Automobile Indemnity Association. In its announcement the club says in part:

"The automobile insurance policy written by the Hoosier and Mid-West companies for members of the Hoosier Motor Club and sold through agents of the Hoosier Motor Club Insurance Agency is a stock policy and non-assessable. This policy can be sold to members of the Hoosier Motor Club at about the same rate as the former reciprocal automobile policy.

"Of course, it is presumed that all members of the Hoosier Motor Club carry automobile insurance protection, and all members should avail themselves of the opportunity to investigate the sound, broad features of the new insurance policy before renewing or taking on more automobile insurance."

Receive Huge Premium Income

NEW YORK, Oct. 10.—It is anticipated the premium income of the National Liberty under its recently assumed agreement to furnish fire and theft coverage to all cars bought from the Chrysler Motor Corporation of Detroit, under the part-payment plan, will be not less than \$1,500,000 annually. The indemnity contract was secured from the Commercial Credit Company which finances the car purchases. To aid in handling the large account it is understood the Liberty National has appointed a considerable number of automobile adjusters in all parts of the country.

Armstrong Takes New Post

Howard Armstrong, for the past eight years assistant superintendent of the automobile department of the North British & Mercantile in San Francisco, has resigned to become general adjuster for the West American Commercial at Los Angeles.

FIGHT AUTO CLUB INSURANCE

Companies Attack Automobile Club of Washington's Entrance Into the Insurance Business

SEATTLE, WASH., Oct. 10.—Entrance of the Automobile Club of Washington into the insurance field, with more than \$1,000,000 in casualty coverage within the first week of operation, has resulted in an insurance war directed at the club in which more than 150 conference companies are said to be involved.

The Insurance League of Washington, with headquarters at Chehalis, representing the conference companies, has issued a pamphlet attacking the club's insurance plan, and asserting the club has "antagonized important elements in the state, and is unable to obtain renewals of expiring membership because of the class of service" it renders is no attraction in getting renewals.

Coupled with this is a broad hint that another automobile club may be organized by the 4,000 insurance agents of the state, representing the conference companies, to wage war on the present organization.

The insurance for the Automobile Club of Washington is being written by the Western Automobile Mutual, organized by members of the club, but independent of it. The president is F. J. Martin, president of the Northwestern Mutual. Other officials are: M. D. L. Rhodes, vice-president; T. C. Howay, secretary-treasurer; S. E. Smith, assistant treasurer; Corwin Shank, counsel.

All insurance written by the company, according to Douglas A. Shelor, director of the automobile club, is being reinsured in the Northwest Casualty and the Northwestern Mutual Association. The club had 18,321 members in 1927. A loss of at least 2,000 members is expected because of the withdrawal of insurance men and their friends.

Oklahoma Reports Theft Decrease

OKLAHOMA CITY, Oct. 10.—Automobiles stolen in Oklahoma during the first nine months of 1928, reveal a marked decrease from the figures of the same period the year previous, records of the Oklahoma Underwriters Club prepared by the Bates Adjustment Company show. Stolen cars for the year, shown on Oct. 1, 1928, amounted to 637 as compared to 1,238 in 1927. Little difference was noted in the percentage of recoveries which total 371 the first nine months of 1928, as against 670 in 1927. An unusual feature of the 1928 record is the increase

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

OF THE NATIONAL UNDERWRITER published weekly at Chicago, Illinois, for October 1st, 1928.

State of Illinois, County of Cook, ss.

Before me, a Notary Public, in and for the state and county aforesaid, personally appeared John F. Wohlgenuth, who having been duly sworn according to law, deposes and says that he is the Secretary of The National Underwriter, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

That the names and addresses of the publisher, editor, managing editor and business managers are:

Publisher—The National Underwriter Co., New York, Cincinnati, Chicago.

Managing Editor—C. M. Cartwright, Evanston, Ill.

Associate Editor—F. A. Post, Chicago, Ill.

Business Manager—H. J. Burrage, Chicago, Ill.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one percent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

The National Underwriter Co., New York, Cincinnati, Chicago. E. J. Wohlgenuth, Cincinnati, Ohio; C. M. Cartwright, Evanston, Ill.; H. J. Burrage, Chicago, Ill.; G. W. Wadsworth, Chicago,

Ill.; John F. Wohlgenuth, Hinsdale, Ill.; H. M. Diggins, Cincinnati, Ohio; R. E. Richman, Cincinnati, Ohio.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities are: (If there are none, so state.)

None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in case where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

JOHN F. WOHLGENUTH, Secretary.

Sworn to and subscribed before me this 2nd day of October, 1928.

(Seal) JOHN B. BERENSCOTT, Notary Public.

Canadian Losses Compared

According to the "Monetary Times," fire losses in Canada for the week ending Sept. 26, are estimated at \$84,000, as compared with \$382,700 for the corresponding week of 1927. From Jan. 1 to Sept. 26, losses are estimated at \$14,521,800, as compared with \$12,865,450 from Jan. 1 to Sept. 23, 1927.

BANK AGENCY PROBLEM THOROUGHLY TREATED

(CONTINUED FROM PAGE 6)

of property; they maintain a well-equipped legal department ready to advise when necessary; and they are called on for so much free advice and service that it is only fair they should get the commissions on insurance written on their advice. At any rate, it is said, a trained life insurance representative in a bank will serve the public better than an untrained part-timer splitting commissions; and even bank officers without special insurance training know as much about insurance as many agents. Then there is the extreme view of such men as Ferrari, that, since the old prejudices against insurance have been, or are being, broken down, it is, or will soon be, possible even for untrained and inexperienced persons to sell insurance 'over the counter.'

Would Be Less Capable

"It is sometimes said that banks acting as agents would be less capable or less zealous for the interests of the company than other agents, in such matters as risk selection and renewals. These arguments are based on the proposition that the banks are not interested in the needs of the individual, but purely in the commission to be earned by selling insurance, that banks are not imbued with as high ideals as life underwriters, are not going into the insurance business simply to give added service to the customer, but for an additional source of profit, and would substitute corporate for individual service and financial for 'heart' interest. The bank would suffer no loss from mortality selection or lapsation, and insurance sold through bank influence would not renew as well as if sold entirely on its own merits. While these arguments have not been answered specifically and in detail, the answer is no doubt to be found in the reasons already mentioned why banks are as well qualified as regular agents to look after the interests of the company and the customer, and in the statement that banks today are responsible institutions, much more likely to uphold sound practices than the side-liner and 'fly-by-night' agent.

Fear of Domination

"One of the objections to bank agencies is the fear of domination of the insurance companies by the banks. It is argued that if one bank enters the insurance field, others will be forced by competition to do likewise. Finally, banks will control the companies and dictate how claims shall be paid, and how the holders of insurance shall be treated. If the company failed to accede to the bank's demands, it would lose the agency altogether, which it could not afford to do, when practically all the insurance business would be controlled by the banks. The replies to this line of argument are similar to those made to the assertion that bank competition would end the agency system; if bank dictation is good, it will win out; if bad, it will be defeated by the competition of independent agencies, and by the withdrawal of the agencies by the companies.

Buy Up Companies

"But the opponents of bank agencies say that the present method of dealing on the part of banks is only a step toward the eventual ownership of insurance companies by the banks. Banks will deal with general agents and various companies until they have built up a well-trained force and a good clientele, then they will buy up one company and leave the others to fight them after they have secured an advantage over them in solicitation. Thus collision between banks and insurance companies would replace their present cooperation and harmony, to the detriment of both. Even short of actual ownership or control of insurance companies by banks, the entrance of banks into the insurance

field is denounced as contrary to the modern spirit of specialization. But this theoretical argument is answered by the more practical one that, as a matter of fact, the trend of the banking business is toward greater service to customers, including financial advice as to investments, which may embrace insurance.

Legal Questions Involved

"Of all the phases of this question of bank and trust company agencies, the one which has attracted perhaps the least attention is the legal phase. Yet it is really of the greatest importance to inquire whether such agencies are sanctioned by law or whether there are legal obstacles which will check the tendency of banks and trust companies to act as insurance agents.

"Because the powers of banks and trust companies and the qualifications of insurance agents depend on statutes," continued Mr. Grossman, "which differ greatly in the various states, no general rule to hold good in all jurisdictions can be laid down as to the right kind of bank and trust companies to act as insurance agents. The legal questions involved are so constructed that it is impossible to even make a simple classification."

New Jersey Statute

New Jersey is the only state where there is an express statute prohibiting bank employees from acting as fire insurance agents. However, in California there is a peculiar statute which provides that the insurance commissioner shall not license an insurance agent unless the applicant intends to engage in business as an insurance agent with the general public and it is not actuated principally by the prospect of insuring property or risks in which he or his employer is interested, or on which he is able to control the placing of insurance. The opinion of Deputy Attorney-General John H. Riordan, entered in connection with the Bank of Italy controversy, involves the construction of this statute.

Depends Upon License

"The next question discussed is the effect of an arrangement such as that adopted by the Bank of Italy, whereby the employee soliciting insurance does so with the knowledge and approval of the employing bank or trust company and turns over all or part of his commissions to the employer, thus enabling the bank or trust company itself to profit by the transaction. The answer to this question depends upon whether the bank or trust company itself may be licensed or may act as an insurance agent. Some states by statute forbid the payment of all or any part of an insurance commission to anyone not a licensed agent. In those states it would be lawful for the bank or trust company to receive commissions earned by its employees acting as insurance agents, only if the bank or trust company could be, and was, licensed as an insurance agent. But in the other states the bank or trust company would likewise have to be itself qualified to act as an insurance agent in order lawfully to receive such commissions from its employees, because in so receiving commissions from employees acting as insurance agents with its consent, the bank or trust company itself would be acting as an insurance agent. The act of the employee in such case would, in contemplation of law, be the act of the employer."

Few statutes either expressly forbid or authorize banks and trust companies to act as insurance agents in some or all cases. The anti-rebate statutes for the various states were found to be inapplicable to the problem of bank and trust company agencies, he said, except under certain conditions. There is also a distinction drawn between incorporated and private banks, the latter are not generally prohibited from soliciting insurance. The corporations having to have the power conferred on them by law.

Several states have statutes which expressly provide that corporations cannot act as insurance agents in some or all

cases. In Wisconsin corporations may not be licensed as agents but they may receive the commissions earned by a licensed employee. The statute, however, contains an exception to the effect that no commission shall be paid to a corporation, if any officer or stockholder is interested in the property of the risk insured. In raising the question as to whether in certain states corporations were prohibited from acting as insurance agents by reason of the use of terms literally applicable only to natural persons in the statutes describing the qualifications of insurance agents, Mr. Grossman said that his conclusion is that they are not necessarily prohibited merely because the statute prescribes qualifications which cannot be literally complied with by a corporation.

Considers Corporate Powers

Consideration of the corporate powers of bank and trust companies to ascertain in what cases they may be said to include the power to act as insurance agents was given by Mr. Grossman. The banking business is fairly well defined but it is more difficult to say what functions are ordinarily performed by trust companies to such a general extent, that they may be regarded as part of the trust company's business as defined by custom. "The ultimate conclusion is that the business of an insurance agent should not be regarded as part of either the banking or the trust company business, unless it can be shown to be a general custom for such institutions to solicit insurance. The power of a trust company to act as agent in the management of real estate does not imply the right to receive a commission on the insurance," said Mr. Grossman.

Quotes Kentucky Decisions

"Where the powers of trust companies are expressly enumerated, the question is simply whether the enumerated powers may be interpreted as including the power to act as an insurance agent," he said. He quoted some Kentucky decisions holding that a trust company could act as an agent because the power was given in the charter to act as an agent and that the term agent includes insurance agent.

Mr. Grossman's conclusion was:

"No right to act as an insurance agent is conferred upon banks and trust companies organized under provisions of the law separate and distinct from the general corporation law. In states where banks and trust companies are formed under the general corporation law, the question to be determined is whether that law permits the organization of a corporation for two different purposes, one of which is banking or conducting the business of a trust company, and the other, acting as an insurance agent. Some of the statutes are not very explicit, and the conclusions reached are often highly speculative. In Colorado and New Mexico the statutes imply rather clearly that a corporation may combine banking with other purposes, but in the latter state these other purposes seem to be limited to those of a trust company.

"The final legal question," concluded Mr. Grossman, "is whether, in states where banks or trust companies are qualified to act as insurance agents, and not expressly prohibited, the licensing officer may refuse to license such companies or their employees as agents on the ground that bank or trust company agencies are against the best interests of the public. Some of the licensing statutes purport to confer upon the insurance commissioner or corresponding officer much broader discretion than do other statutes. It is concluded that in those states where little or no discretion is given to the licensing officer he has no authority to refuse licenses to banks or trust companies or their representatives merely because he thinks it detrimental to public welfare to permit them to solicit insurance. Where the terms of the statutes seem to confer a very wide discretion, no definite decision can be reached because there is considerable diversity in the decided cases on the

question of how much discretion may be constitutionally conferred upon an administrative officer.

"Because, in the majority of states, the question whether banks and trust companies may act as insurance agents is by no means free from doubt, it is safe to assume that in resolving the doubtful questions courts will be influenced to some extent by their ideas of public policy in regard to such agencies. Furthermore, the law relevant to bank and trust company agencies is almost entirely statutory and generally involves no constitutional rights or deep-seated public policy. Therefore it is subject to change by the legislature in either direction as expediency dictates. Thus it is seen that, in a broad view of the question, even a legal discussion cannot entirely ignore the questions of policy involved.

Reduce to Two Propositions

"Brushing aside the immediate interests of small groups such as the insurance companies or underwriters, and considering only the interests of the public as a whole, we find that in the last analysis the question of the desirability or undesirability of bank and trust company agencies can be reduced to the following two propositions: (1) Public policy dictates that every one shall be fully covered by insurance of every kind, as his needs require. (2) That method of selling insurance should be encouraged which comes nearest to realizing this ideal. If banks and trust companies are better fitted, than regular agents, to spread insurance coverage among the greatest possible number of people, or if banks and trust companies and regular agents working side by side are better able to accomplish this result than the agents working alone, then the practice of banks and trust companies soliciting insurance, should, and will, ultimately prevail. In that event, the legal barriers, where they exist, will be removed by legislation, if they cannot be removed by judicial interpretation. All theoretical arguments deserve consideration, but the ultimate test is experience. It is therefore undoubtedly a good thing that the practice of banks and trust companies acting as insurance agents has been allowed to spread as much as it has without the legality of the practice having been more often called in question. It is only by observing the results of these agencies in actual operation that a decisive conclusion as to their effect upon the insurance business can be reached."

Many New Companies Formed

NEW YORK, Oct. 10.—Creation of new fire insurance companies, which has been an outstanding feature of the business during the past year, now promises to be duplicated in the casualty and surety field. A considerable number of new casualty and surety institutions has been launched in recent months, and others are in process of organization. In the majority of cases the new entrants into both arenas have strong financial backing and their competition will have to be taken into serious account by established institutions. The strife for premium income, already keen, is bound to become more severe.

Employers Training School Opens

The second annual training school of the Employers group of companies has opened at the home office. Twelve young men, three from the Employers organization and the others from the leading universities of the country, have started a six-month period of training. After they graduate they will represent the Employers as special agents in various parts of the country.

Casualty Notes

The Bankers Indemnity of Newark has been licensed in Alabama.

Raymond Needham has been appointed special agent for the Los Angeles branch office of the Commercial Casualty. He was formerly a special agent for the National Fire of Hartford and allied companies, later establishing the Albro & Needham local agency at Ventura, Cal., and disposing of his interest there a few months ago.



Letters that are Hard *to* Answer

NO letters that are hard to answer, no chance of the insurance you sell going wrong when you furnish London Guarantee "Super Service" Insurance Contracts.

Letters complaining about insurance contracts that have failed to insure are hard to answer and, further, there is a loss in prestige that is costly. The dissatisfied assured is a difficult person for any insurance agent to handle.

Agents of the London Guarantee are certain of the Company's great financial strength and solidity. Friendly spirit of service and cooperation is an aid to agents in building business. There are openings for qualified agents in some territories. Write to the Agency Department for details concerning a London Guarantee Agency Contract.

Head Office

55 Fifth Ave., New York

C. M. BERGER, United States Manager

*London guarantee
& Accident Co., Ltd.*

The National Underwriter

October 11, 1928

CASUALTY AND SURETY SECTION

Page Thirty-seven

NEW ACCIDENT MANUAL MAKES MANY CHANGES

Letters Used Instead of Words
to Designate Occupational
Classifications

GROUPING PLAN ADOPTED

Basic Rate Raised for Occupations Re-
quiring Extensive Use of
Automobile

The new standard manual issued by the Bureau of Personal Accident & Health Underwriters is now being distributed. This new standard manual departs from that which has been used for many years (1) in use of letters instead of words for designating occupational classifications, (2) in use of occupational schedules grouping occupations under 24 groups, (3) in publication in loose leaf form with pages numbered alphabetically so that additional pages may be added anywhere at any time.

Instead of using the old terms, select, preferred, extra preferred, ordinary, etc., as the names for different classes of risks, the new manual uses letters of the alphabet. Below are shown the new alphabetical designations with the corresponding word designation of the old manual: A, select; B, preferred; C, extra preferred; D, ordinary; E, medium; F, special; G, hazardous; H, extra hazardous; I, perilous; J, extra perilous; K, army and navy; L, coal miners; M, ore miners; N, railroad brakemen.

A sub-division of Class D indicating selected risks is designated in the manual by an asterisk following the letter D. This corresponds to the old selected ordinary classification.

Combined Under General Headings

In the old manual many occupations were repeated in different ways through the edition. In the new manual such occupations are found combined under general headings. For instance, everything that has to do with the automobile industry will be found under one heading. Then there are schedules for woodworkers, metal workers and other groups. Some of these are entirely new. This listing by schedules will tend to simplify the work in looking up occupations and follows the logical idea that the hazard is determined more by the duties of the insured or the kind of machinery involved than by the kind of goods manufactured.

The new manual contains only two sections. The main body includes commercial and industrial business. A smaller section covers railroad business.

The principal general schedules under which are listed occupations common to many industries or lines of work are headed as follows: Agents, automobile, brokers, clerks and salesmen, contractors, drivers—automobile or horse drawn vehicles; electricians, engineers and firemen, inspectors, live stock, manufacturers, machinists, merchants, metal

LARGE COMPANY FORMED BY NEW YORK BANKERS

CAPITALIZATION 20 MILLION

Bernard K. Marcus, President of Bank
of United States, Chairman
of Board

NEW YORK, Oct. 10.—Announcement of organization of a new company known as the Consolidated Indemnity & Insurance Company, capitalized at \$20,000,000, has just been made here. The company is sponsored by the Bank of the United States and a New York City financial group. The principals are Bernard K. Marcus, C. Stanley Mitchell and Saul Singer. Authorized capital of the company is \$15,000,000 and the surplus \$5,000,000. Not all of the company's stock has been issued to the present, and it is reported that none will be offered for public subscription.

The present stock issue has been underwritten by the City Financial Corporation. Stockholders of that organization have been granted the right to purchase stock in the new insurance company in the ratio of one share for each two shares of City Financial stock.

The new company is to be headed by John F. Gilchrist, who is chairman of the state transit commission. Bernard K. Marcus is to be chairman of the board, Saul Singer chairman of the executive committee and A. S. White, secretary-treasurer. The Bank of the United States, of which Mr. Marcus is president, has expanded its resources from \$6,000,000 to \$175,000,000 in the last ten years. This year it absorbed the Central Mercantile Bank & Trust Co. and the Cosmopolitan Bank by a merger. Mr. Marcus, Mr. Singer and their associates organized the City Financial Corporation last year.

products schedule, postal service, radio, railroad, steam, executive and clerks; railway, cable or electric; refrigeration devices, rubber devices, rubber workers, sheet metal workers, teachers, telegraph or telephone, wood products schedule.

Maximum Limits Suggested

Principal sum of \$15,000 and \$50 weekly indemnity are the maximum limits of risks suggested by the new manual for Classes A, B, and C. The limits suggested for D* are \$7,500 principal sum and \$25 weekly indemnity; for Class D, \$3,000 principal sum and \$15 weekly indemnity.

One of the principal effects of use of the new manual will be to give companies \$1 more on the basic rates from those in occupations where it is known that the insured makes extensive use of the automobile in connection with his business. It is now common practice of the companies to group select and preferred classes with a \$5 unit charge for \$1,000 principal sum and \$5 weekly indemnity. It is now proposed that the basic rates for Class A shall be \$5 per unit and the basic rate for Class B, \$6 per unit; Class C, \$7 per unit, and Class D, \$8.50 per unit. Companies following this proposed basic rate schedule in using the new manual will

(CONTINUED ON PAGE 43)

A. B. A. ACCEPTS NEW BLANKET BOND FORM

TAKES ACTION AT CONVENTION

Insurance Committee of Organization
Points Out Improvements in
Revised Contract

PHILADELPHIA, Oct. 10.—The approval given last July to the revised form of banker's blanket bond by the insurance committee of the American Bankers Association was accepted at the meeting of the executive council of the association at its convention here.

Last year at the association's convention in Houston the committee withdrew its approval of banker's blanket bond standard forms No. 1 and 8. This action resulted in so many apprehensive inquiries from banks that the leading surety companies sought conferences with the authorized officials of the bankers' association, which these officials had been seeking without result for two years.

After a series of conferences between the insurance committee of the association and the blanket bond subcommittee of the Surety Association of America, the new form of banker's blanket bond, designated "Standard Form No. 8, Revised," was adopted by the surety association. After receiving guarantees from the surety association that the old No. 8 form would not be sold to any new risks, but only to those banks holding that form and insisting on continuing it, the insurance committee of the American Bankers Association gave its approval to the revised bond.

The most important improvement in the new form over the old, the committee pointed out, is an insuring-paragraph D, to include cashing as well as paying. Also, the word "raised" was changed to "altered." In addition to "checks," as specified in the old form, this clause in the new bond also covers withdrawal orders or receipts on savings, thrift, interest, special interest or similar accounts, certificates of deposit, drafts drawn against banks, money orders and orders on public treasuries.

In the new bond form the wording of insuring paragraph A, the "fidelity" clause, was changed to extend its meaning to include losses of "property" as defined regardless of whether the insured is liable therefor. The new form also covers any other kind of property lost through dishonest or criminal acts of employees, providing it is owned by the bank or the bank is legally liable therefor.

The "robbery" clause (b) was broadened to include property in Canada as well as in the United States, and a similar extension of territory was made to cover property in transit. Amendment was also made so as not to exclude coverage of a loan honestly made by one employee on the strength of a fraudulently prepared statement of another employee.

A revision was also effected, satisfactory to both parties in the discussion, to clarify the prior rights of insurers under primary bonds to recoveries before other companies writing excess insurance on the same risks.

WHITE SULPHUR DREW LARGE ATTENDANCE

Casualty and Surety Officials and
General Agents Held Con-
vention

HAD EXCELLENT PROGRAM

Golf Tournament and Social Activities
Formed Big Feature of This Im-
portant Insurance Gathering

NEW OFFICERS ELECTED
INTERNATIONAL ASSOCIATION
President—Frank J. O'Neill, Royal In-

demnity.
Vice-President—R. Howard Bland, United States Fidelity & Guaranty.
Secretary—F. Robertson Jones.
Chairman Executive Committee—E. C. Stone, Employers Liability.
Executive Committee—J. A. Nelson, New Amsterdam Casualty; W. H. C. Corson, Hartford Steam Boiler; C. M. Berger, London Guarantee & Accident; W. G. Curtis, National Casualty.
Chairman Conference Committee—Edson S. Lott, United States Casualty.

AGENTS ASSOCIATION
President—W. G. Wilson, Cleveland.
Vice-President—John T. Harrison, New York City.

Secretary—Dorr C. Price, Chicago.
Chairman Executive Committee—Thomas E. Braniff, Oklahoma City.
Executive Committee—B. W. McCluer, Kansas City; Charles H. VanCampen, Minneapolis; Wallace M. Reid, Pittsburgh; James R. Millikan, Cincinnati; J. W. Henry, Pittsburgh; Charles H. Burras, Chicago; G. Arthur Howell, Atlanta; A. A. Lawson, Boston; Thomas C. Moffatt, Newark, N. J.

The big casualty convention at White Sulphur Springs each year brings together the flower of the casualty and surety business, inasmuch as the International Association of Casualty & Surety Underwriters and the National Association of Casualty & Surety Agents hold a joint meeting. This convention is conspicuous from the social standpoint, more so than any other insurance gathering. There are more ladies present and there is a very well defined social background. The meetings start on Tuesday, there being business sessions Tuesday, Wednesday and Thursday mornings. That gives Sunday and Monday entirely for golf and any other pastime. The big golf tournament starts Tuesday afternoon continuing through Wednesday and Thursday afternoons. The evenings are given up entirely to pleasurable pursuits, the banquet being held on Wednesday evening.

People Get Together

While this cannot be called by any means a working convention it does afford an opportunity for company officials to mingle with one another and what is more important it gives the executives a chance to get better acquainted with the general agents. All

(CONTINUED ON PAGE 42)

FIGURES SHOW PLANE ACCIDENTS INCREASING

MORE PEOPLE ARE FLYING

Ratio of Crashes to Number of Ships in Service Is Not Alarming

NEW YORK, Oct. 10.—Figures on aviation accidents in the first half of this year, made public this week by the aeronautics branch of the United States Department of Commerce, show a notable increase in both injuries and fatalities, though not surprising, considering the growth of air travel. Furthermore, from an insurance standpoint, the situation was improved, as the number of planes demolished was reduced and the number of deaths and injuries on regularly established airways was proportionately reduced, in consideration of increased travel.

During the first half of 1928 there were 390 aircraft accidents, resulting in 153 deaths and 276 injuries, while in all of 1927 the accident total was 200, resulting in 164 deaths and 149 injuries. A total of 828 persons were involved in the 390 accidents of this first half year. Considering the thousands in the air, probably double or treble those of last year, this is not a large figure. Especially is the improvement shown in the item of accidents on established airways. In this first half year only six fatal accidents occurred on regular air routes, involving four pilots and two passengers. In 1927 there were six fatal accidents on such airways, involving six pilots and one passenger.

Licensed Planes Involved

Allocation of the other accidents shows that of the 153 fatal accidents of this half year, 65 pilots and 153 passengers were involved. Seventeen pilots and 14 passengers were killed in student instruction. Four pilots and five passengers were killed in experimental flying. Forty pilots and 67 passengers were killed in miscellaneous flying, this being the item that has contributed chiefly to the accident rate and the unfavorable publicity given flying in recent months. In percentages, 62.23 percent of the accidents were in miscellaneous flying, 17.69 percent in student flying, 4.36 percent in experimental flying and only 8.72 percent in schedule flying over the regular airways.

Data on Property Damage

As for the craft damage, no consideration is taken as to ships damaged only within possibility of repair, but the number of ships totally demolished was 172 in the first half of this year, compared with 167 such wrecks in the calendar year 1927. This is double the total, but this year saw a tremendous increase in the number of craft operating. One item that is brought out is the increasing number of accidents among licensed planes, indicating that licensing is not the basic criterion for insurability. In the first half of 1928 there were 163 licensed planes involved in accidents, while in the calendar year 1927 only 34 licensed planes were wrecked. Thus the 1928 total will be 10 times that of 1927, when the year's report is issued.

TRAVELERS MEN SPEAK AT SAFETY CONGRESS

The rubber industry was urged to practice safety job analysis by G. W. Cook, supervising engineer of the Travelers in a talk on "Methods of Accident Prevention" before the rubber section of the National Safety Council in New York City, Oct. 2. It was explained that such an analysis would in time develop a better picture of accident producing conditions, and supply the fore-

EXPECT NEW HAMPSHIRE AUTO RATE RULING SOON

PUBLIC SHOWS NO INTEREST

Impounded Premiums Now Amount to \$55,000—Argument Chiefly Based on Commissioner's Powers

CONCORD, N. H., Oct. 10.—The case of the automobile insurance liability writing companies against Commissioner John E. Sullivan, to determine the proper rates for motor coverage in the state, was argued before the full bench of the Supreme Court here some days ago and, it is anticipated, the decision will be rendered shortly after Nov. 1. In the course of the proceedings no reference was made by counsel for either party to the action as to the reasonableness of the rates in force; argument being restricted to the powers of the insurance commissioner as defined in the statutes.

It will be remembered that when the casualty companies promulgated rates for automobile liability insurance early in the present year, Commissioner Sullivan took violent exception to them so far as New Hampshire was concerned, maintaining that the proposed figures were excessive. The companies on the other hand insisted that they were fully justified by the loss experience of the state and refused to reduce them as the commissioner insisted. Under a subsequent court order the companies were allowed to charge the new rates, with the proviso that the excess over former figures be impounded until such time as the case could be tried on its merits. The impounded premiums now amount to approximately \$55,000.

The interest taken by policyholders of the state in the matter which has so exercised Commissioner Sullivan was indicated by the attendance of one lone individual at the late court hearing; the only other occupants in the room being the counsel for the parties to the action.

men with detailed material for instructing employees.

Mr. Cook advised treating all accidents with the same degree of seriousness, as he explained a drive on minor accidents would undoubtedly have a marked effect on all mishaps. By knowing the cause of each minor accident, safety engineers will be able to anticipate major mishaps, and thereby eliminate both types of accidents.

Ninety-eight percent of the industrial accidents occurring today in the United States are preventable, it was explained at the Oct. 3 session by H. W. Heinrich, assistant superintendent of the engineering and inspection division of the Travelers, before a special session for industrial executives and engineers. This conclusion, it was said, was reached as the result of an analysis of 12,000 cases taken at random from the closed-claim files of the Travelers and 63,000 other cases taken from the records of plant owners.

"In addition to humanitarian reasons for safety work, which should be all-sufficient to compel us to eliminate preventable accidents, we know that accidents cost industry approximately \$5,000,000,000 annually," Mr. Heinrich declared. He asserted that without a question the frequency and cost of accidents in industry can be reduced within a short time to 50 percent of their present volume, chiefly through the revision of present accident prevention practices. He urged that the term accident cause be clarified, that more systematic and determined effort be made to obtain a complete story of an accident from which the real causes may be more readily determined, and that industrial executives and engineers establish in their plants the practice of assigning accidents to real causes.

H. A. BEHRENS SPEAKS AT FIELD CLUB MEET

ADVISES HARDER STUDY

President of Continental Casualty Explains Special Agents' Responsibilities to Business

To teach a dog tricks, it is fundamental that he who attempts to do the teaching know more than the dog, said H. A. Behrens, president of the Continental Casualty, in opening his address at the monthly meeting of the Casualty Field Club of Illinois in Chicago this week. Mr. Behrens told the story of the teacher and the dog to point his statement that before a field man can teach a local agent anything about the insurance business it is first necessary that he study hard and learn more about the business than the agent knows.

"If you are going to know more than the producer," Mr. Behrens continued, "you are going to have to burn much midnight oil and get ahead of him. Producers, who operate on commissions from their sales, study harder, as a rule, than do field men on salary."

Character as Asset Discussed

The speaker next discussed the matter of investments, but from the angle of the companies' assets in character. He said that if any company of good character lose all its assets and retain only its good name, on the basis of that name it can build back again to its original financial strength. He said that conversely, a company that develops a bad character will retain that character through no matter what changes of management from bad to good are made. He said that all the good intentions and good work of a management of high character cannot undo what has been done by a management of bad character.

"The character of a company is the composite of the characters of all the men who represent that company," he continued. "It is in your hands as field men to make or break the character of the companies you represent. Your agents and assured know your company through you, and believe you are typical of the kind of company yours is."

Apologies Are Weaknesses

"I have had many temptations to weaken in matters in which my company has been right. In my days in the field I did weaken a few times, and I learned my lesson. The greatest weakness among field men is the tendency to apologize for their companies. But whatever a company's opinion on any subject is, it represents the consensus of the best brains the company can muster. Therefore if you cannot agree with this opinion, it is better that you make a change than apologize."

Mr. Behrens said that the stock casualty companies of the United States as a class have always stood for the highest principles maintained by any companies conducting a business for profit. He said that in the case of compulsory insurance in Massachusetts the companies have gone along with the state in trying a profitless and dangerous experiment, and that the companies have helped the states with the compensation experiment also, largely without profit.

Business Makes Great Strides

In conclusion he instanced the evolution of the entire insurance business since the opening of the present century, stating that one of the greatest developments has been the elimination of the barriers between one kind of insurance and another. He said the modern producers is an insurance man, not, say, a burglary insurance man.

The meeting, which was presided over by J. C. Bradley of the Zurich, president

REVISED NEW JERSEY "COMP" RATES ISSUED

MAILED TO BUREAU MEMBERS

Average Increase of 10.4 Percent Over Rates Now in Effect Has Been Made

Revised rates for workmen's compensation in New Jersey, which became effective Dec. 31, are being issued by the Compensation Rating & Inspection Bureau of New Jersey to its members. The new rates show an average increase of 10.4 percent over rates now in effect. The increase was made to meet the liberalized compensation benefit which in accordance with the New Jersey law becomes effective Jan. 1, 1929. With reference to the new schedule, Chairman A. R. Lawrence of the Rating Bureau says in part:

"In this schedule are included all of the general industrial classifications of the manual, New Jersey special and supplementary classifications, the key rates of the chemical and dyestuffs rating plan and such changes as are required in the classifications which include liability under the United States longshoremen's and harbor workers' compensation act. For convenience and completeness the rates of premium applicable to vessels' operation, marine wrecking and dredging are included, but no change will be found under any of these classifications."

How Rates Are Made

"The rates of premium here presented have been derived from the pure premiums adopted in course of the regular 1925 rate revision, modified by the estimated law increase factors, which are for 'serious' 1.12, 'non-serious' 1.16 and for 'medical' 1, and by application of the standard flat average expense multiplier representing an expense loading of 40.75 percent with catastrophe loading of .01 flat for all classes. The question of possible need for change in the present system of apportioning the total premium income for expense has been considered at length and upon a number of occasions, but up to this date the governing committee has been unable to arrive at any modification acceptable to all types of carriers. In accordance with the foregoing the pay roll factor for experience rating purposes remains at .59."

"The printed rate and rules sheets of the manual will be prepared and distributed as usual by the National Council on Compensation Insurance and all orders or inquiries respecting such sheets should be addressed to the secretary of the council."

Sues on Des Moines Defalcation

Suit to recover approximately \$2,500 from the Bankers Trust Company has been filed in district court in Des Moines by the National Surety in connection with the fraudulent dealings of W. H. Dunagan, former chief clerk of the Des Moines Life & Annuity, who is now serving 15 years in the penitentiary after pleading guilty to forgeries amounting to \$23,000.

The National Surety claims it bonded Dunagan's company for \$2,500 against losses growing out of his misconduct and has paid that amount. It alleges that the Bankers Trust Company is liable for the amount asked because it "wrongfully and unlawfully obtained possession and collected" proceeds of drafts forged by Dunagan.

of the club, gave Mr. Behrens a thunderous round of applause at the close of his address. Attendance at the club meetings increases each month, and membership increases also are being made.

INSURANCE MAY GET INTO POLITICAL FIELD

National Association of Casualty and Surety Agents Gives Subject Attention

BURRAS TAKES THE LEAD

Head of the Organization to Name Committee to See What Machinery Is Needed

At the White Sulphur Springs casualty convention, Charles H. Burras of Chicago, president of National Association of Casualty & Surety Agents, was emphatic in urging insurance men to get actively into politics, organize in every legislative district, take a prominent part in political activities and get insurance men in the legislatures wherever possible. Congressman Charles L. Underhill of Massachusetts commended Mr. Burras' position, stating that those in public office who had treated insurance interests right should receive the support of insurance men over the country. He said it was perfectly legitimate for business interests to be in a position to have their cause presented in legislative halls by those who are not hostile.

Committee to Discuss Subject

At the meeting of the agency association it was decided to have President Burras appoint a special committee to canvass the subject and make such recommendations to the conference committee as seemed desirable. Mr. Burras feels that insurance should have the proper machinery for a political organization the country over. He said that he had proposed the plan to the executive committee of the National Association of Casualty & Surety Agents at its meeting in White Sulphur and the members had approved his sentiments. He declared that the insurance business should be in politics in a systematic and forceful way. If the existing machinery is not sufficient to carry out the plan he urged that some organization be established at once that would put the wheels in motion and get a political organization the country over. He stated that the Insurance Federation is largely a defensive organization and is not equipped to do constructive work

INSURANCE INSTITUTE GIVES SURETY PROGRAM

FIRST LECTURE ON OCT 18

Walsh of Fidelity & Deposit Opens Course With Discussion of Fidelity Bonds

NEW YORK, Oct. 10.—The program for the intermediate course in suretyship of the Insurance Institute of America has been announced. The first lecture will be on Oct. 18, on "Underwriting Fidelity Bonds" by M. A. Walsh, superintendent fidelity department, Fidelity & Deposit. On Oct. 25, F. B. Strauss, manager bank department, National Surety, will speak on "Underwriting Bankers' and Brokers' Blanket Bonds," "Underwriting Public Official, Including Federal Official Bonds," will be discussed on Nov. 1 by George L. Larkin, superintendent fidelity department, Columbia Casualty.

On Nov. 8, "Underwriting Fiduciary Bonds," Robert B. Hamilton, manager court and probate bond department, American Surety, Nov. 15, "Underwriting Court Bonds," O. H. Linn, superintendent fidelity and surety department, Metropolitan Casualty, Nov. 22, "Underwriting Contract, Including Federal Contract Bonds," Walter A. Duff, manager fidelity and surety department, Globe Indemnity, Dec. 6, "Underwriting License, Franchise and Permit, Lost Security, Indemnity and Miscellaneous Bonds," H. W. Legg, superintendent bonding department, Century Indemnity, Dec. 13, "Underwriting Depository Bonds," Hale Anderson, vice-president Fidelity & Casualty, Dec. 20, "Underwriting Forgery and Check Alteration Bonds," Frank C. Carstens, assistant manager forgery bond department, National Surety Co. Jan. 10, 1919, "Accounting," Edward C. Kuhn, resident treasurer, Union Indemnity, Jan. 17, "Statistics," C. E. Deming, first deputy comptroller, National Surety.

along political lines as suggested. Mr. Burras said that in every legislative district the insurance men should be active, study the candidates and if necessary choose some insurance man who would agree to pay attention to the office if elected.

Comment by General Agents

Arthur P. Smith of Minneapolis, who is a candidate for the legislature in his district, said that business men in general had been careless and have allowed

FIDELITY AND SURETY PROBLEM NOT IMPROVED

SLOW IN FURNISHING DATA

Casualty Companies' Acquisition Cost Program Running Smoothly and Few Complaints Are Heard

NEW YORK, Oct. 10.—While the acquisition cost program of the casualty writing companies continues to operate efficiently, few complaints as to violation of any of its provisions being heard, the same cannot be said with respect to the fidelity and surety agreement, some companies being exceedingly lukewarm in its support. The effort of the national agency committee to straighten out violations alleged in a group of five states, which was proposed at a gathering held here nearly a month ago, came to naught through the failure of certain offices to file lists of their general and regional agents in the different states as required under the rules.

Waiting for Data

Additional time was granted the companies in default to furnish the data and the committee is still waiting for it; unable to proceed with the checking of reputed excess appointments until it is received. Meantime, companies that would much prefer abiding by the conference agreement are compelled to meet excess commission payments at various important centers in order to prevent the raiding of their business by rival institutions. New York City is a notable exception to the general situation, the acquisition cost agreement here functioning with practically 100 percent efficiency. This is evidence of what could be accomplished the country over if the company officials united in their determination to place the fidelity and surety business upon a thoroughly sane and sensible basis.

Affairs in Chicago are still in a sad muddle, despite the time and earnest effort put forth by many company men and agents of the city to effect a working and mutually acceptable plan.

the professional politicians to be elected to legislatures. W. G. Wilson of Cleveland said that undoubtedly if insurance men appreciated their potential political power they would exert it along lines that would be helpful. H. W. Schaeffer of New York City said that it is not the man in office who has the great in-

(CONTINUED ON PAGE 42)

WANT ADDED VALUE IN AGENCY CONTRACT

National Association of Insurance Agents Will Investigate the Subject

HENRY OUTLINES PLAN

Declares Men Developing Agencies Need to Have Definite Formula in Case of Termination

James W. Henry of Pittsburgh, chairman of the executive committee of the National Association of Casualty & Surety Agents, presented at the annual meeting at White Sulphur Springs last week the suggestion that the time had arrived when in general agency contracts there should be a provision for mortuary or terminal value. He stated that a pension system for general agents seemed impracticable. At the same time he declared that a man worked hard during his lifetime building up a plant. He developed agencies and business. Yet if the contract be terminated by death or some other cause the whole thing may be wiped out and the general agent is not protected.

Should Be Stipulated Value

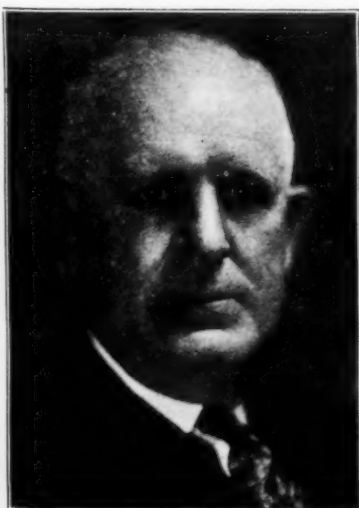
Mr. Henry stated that undoubtedly there should be some provision in a contract placing a stipulated value on it. The company can cancel contracts on certain days' notice. The general agent has been to the trouble to develop territory, has put time and money in the enterprise and yet if his contract be terminated there is no advantage whatever to him or his estate. He said that there should be more value in a contract than what is currently received in income. Life companies recognize such a contract value. He said that a company may decide to shift from the general agency plan to a branch office and leave the agent high and dry with very little compensation for the time and effort he has put in his work.

Will Consult With Company Committee

In order to give the definite value to the contract Mr. Henry stated that the plan should be carefully considered by

(CONTINUED ON PAGE 42)

NEW OFFICERS ELECTED BY CASUALTY AND SURETY ASSOCIATIONS



FRANK J. O'NEILL, New York
President International Association
Casualty & Surety Underwriters



W. G. WILSON, Cleveland
President National Association of
Casualty & Surety Agents



E. C. STONE, Boston
Chairman Executive Committee Interna-
tional Association



THOMAS E. BRANIFF, Oklahoma
Chairman Executive Committee Agents
Association

COMMITTEE WILL MEET AUTOMOBILE PEOPLE

TO DISCUSS MUTUAL ISSUES

Insurance Executives Will Confer With
the A. A. A. on Subjects Brought
in Address

At the casualty convention at White Sulphur Springs last week following the address of President Thomas P. Henry of the American Automobile Association, in which he criticized the companies for not adopting an experience rating plan or devising some method of giving credit to automobile owners that are careful in their driving and therefore escape to a large extent claims, A. Duncan Reid, president of the Globe Indemnity and president of the Association of Casualty & Surety Executives, announced he would appoint a committee to take up with Mr. Henry's organization subjects of mutual interest. He said that Mr. Henry had given the executives something to think about and the committee undoubtedly would be able to work out a plan that would be satisfactory.

President Henry's Position

President Henry feels that members of local automobile clubs are preferential risks from an insurance standpoint. He declared that because regular companies did not give credit for the higher type of drivers who attempt at all times to avoid accidents, some of the local clubs had felt it necessary to organize a reciprocal institution or form some insurance connection whereby the members could secure dividends on their premiums or some other concession. Mr. Henry stated that the American Automobile Association as such will not in his opinion engage in the insurance business, but he said the local clubs, which are self governing bodies, are very likely to continue to form reciprocals or mutuals unless the regular companies work out some experience rating plan.

Mr. Reid has appointed the committee of nine that was brought into being a few years ago to study and combat compulsory automobile insurance to deal with the American Automobile Association.

AIRPLANE COLLISION SUIT TO BE TRIED IN MILWAUKEE

MILWAUKEE, Oct. 10.—The first suit of its kind in Wisconsin, arising out of the collision of two airplanes at Beloit, on the field of the Beloit Airways Co., will be tried in Milwaukee, on a change of venue from Rock county.

Insurance interests in Milwaukee are watching the case for the precedent which may be established in future actions of this kind. The Mid-West Air Transport Co. of Madison is complainant in the action directed against Al Padags and Alex Bukolt, both of Milwaukee. The plane owned by Bukolt and piloted by Padags collided with a plane owned by the Mid-West company, when Padags made a landing at the Beloit field, April 28, 1928. The plaintiff is asking damages of \$2,500, while Bukolt, in a cross complaint, is seeking \$1,300.

Byrne Quits F. & D. Post

Harry S. Byrne, formerly resident vice-president of the Fidelity & Deposit at Omaha, has resigned to go into business for himself. Mr. Byrne, whose connection with the Fidelity & Deposit dates back to 1916, when he was appointed manager of the Omaha branch, is one of the best known surety men in Nebraska.

William J. Meskill, who went to Omaha in 1927 as resident manager, will continue in that capacity.

H. G. B. ALEXANDER WAS CONSTRUCTIVE IN HIS BUSINESS BUILDING ALWAYS

THE insurance fraternity was shocked at the close of last week when news was cabled from Paris that H. G. B. Alexander of Chicago, chairman of the board of the Continental Casualty and president of the Continental Assurance, its life insurance running mate, had died at the Hotel Maurice in the French capital. Mr. Alexander, together with his wife and daughter, Mrs. Allen C. Southard, and her husband, left the middle of August for a trip abroad and had intended sailing for home last Saturday on the "Mauretania." A cable states that the family left Wednesday of this week for home.

Occupied Unique Place

Mr. Alexander occupied a place of unique distinction in insurance. He was a man of penetrating vision, splendid judgment and had a most happy gift of being able to measure a man's ability. About him he drew a body of energetic and successful lieutenants. Mr. Alexander was not a man that made a great noise. He by nature was rather retiring and timid. He was not what is called in the ordinary sense "a good mixer." Yet Mr. Alexander was the head of a great organization built up solidly because of his masterful qualities in selecting constructive men who helped him in guiding the destinies of his institutions.

Pioneer in Industrial Line

He was one of the pioneers in developing accident and health insurance on the so-called industrial plan. That is the foundation of the Continental Casualty's structure. Mr. Alexander as time went on realized the advantage of a multiple line company. The Continental Casualty was broadened and experts in various lines were secured to take care of its different departments. Mr. Alexander took special pride in his associates, giving every man a chance to succeed and grow by placing responsibility on him. Mr. Alexander later felt it very desirable to have a life insurance company and the Continental Assurance was organized. Last year the Continental Casualty's premium income was \$14,611,394. The Continental Assurance had a premium income of \$2,764,224. In the broadening of the financial structure of both companies Mr. Alexander took a prominent part. While in later years he retired from the more detailed activities of his organization there was never an important move made but that he sat in the conference and approved it.

Was a Native of England

Mr. Alexander was an Englishman by birth, having been born in London the day after Christmas in 1860. He came to the United States in 1885. He became connected with the Railway Officials & Employees Association of Indianapolis, a company that sold health and accident insurance to railway people. He started as a solicitor. He got to know hundreds of railway people and was successful in selling them insurance. He attracted attention at the home office and became New York state agent. His great success was soliciting in the old Park avenue station of the New York Central in New York City. Later he was called to the head office as general superintendent of agencies.

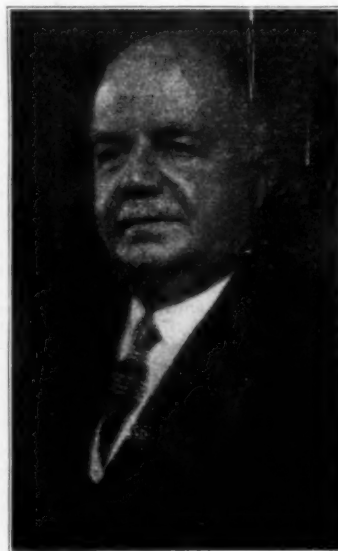
Companies Were Combined

The Metropolitan Accident was a Chicago mutual company. In November, 1897, it combined with the Northwestern Benevolent of Duluth and the Continental Assurance of Hammond, Ind. The Continental Assurance had a valuable railway franchise with the Michigan Central Railroad. The merged company took the name of the Continental Casualty and took over the old

Continental Assurance charter. Next the Railway Officials & Employees was taken over. At this point Mr. Alexander entered the service of the Continental Casualty and became vice-president and general manager in 1900. In 1906 he was elected president, serving in that capacity until May of this year, when he was made chairman of the board. At the time of merger the capital stock was \$300,000. The Continental Casualty had a good volume of industrial and railway franchise business. By 1910 the premium income was \$3,000,000, about evenly divided between industrial and railroad business. Mr. Alexander had associated with him three or four other men. They had concentrated their efforts on building the two lines of disability insurance.

Life Company Was Started

The Continental Assurance, the life company, was started in 1911. Mr.



H. G. B. ALEXANDER

Alexander was its president from the start. It has been successful in all respects. At the close of last year it had in force \$100,838,767. In 1915 the Continental Casualty started in the field of miscellaneous casualty business. This has been developed along substantial lines.

Mr. Alexander was very much interested in getting people connected with his company both at the home office and in the field financially interested in the enterprise. Therefore, he made it an inducement for everybody possible to purchase stock. He felt that where people become financially interested in a business organization they would assist the management in making its operations profitable. The Continental Casualty has always maintained an extensive organization for developing health and accident insurance, both commercial and industrial.

Agency Firm Was Organized

The firm of H. G. B. Alexander & Co. was organized as a separate brokerage and agency office and for some time was United States manager of the Allied Underwriters of the Union of Canton and later the Trans-Continental of New York.

Mr. Alexander was essentially an organization man. He more than anyone else was responsible for the organization of the old Detroit Conference, which was the original association composed of executives of companies writing industrial health and accident insurance. He served as its president during its early years and was regarded

EXPERTS TELL NEED AND MEANS FOR AIR SAFETY

ARE SPEAKERS AT CONGRESS

T. P. Wright of Curtiss Company and
F. C. Hingsburg of Commerce
Department on Program

"The most important feature connected with airplane transportation which can convince the public of the possibilities of flying is assurance of safety comparable with that which exists in other means of transportation," said T. P. Wright, chief engineer in the airplane division of the Curtiss Aeroplane & Motor Co., speaking before the meeting of the aeronautical safety congress held as a feature of the National Safety Congress meeting in New York. Mr. Wright classified the dangers of flying as follows:

"Forced landings away from a suitable airdrome or emergency landing field, caused by engine failure, results in 20 percent of all air accidents. Errors of judgment of the pilot causes 53 percent of the accidents. However, pilots sometimes are credited with accidents resulting from design deficiency. Acts of God and miscellaneous causes result in 19 percent of the accidents. The elements are the chief offenders under this heading. Structural failures are credited with but 8 percent of all air accidents. Additional importance should, however, be attached to this 8 percent when it is realized that the percentage of fatal accidents herein is high."

Night Flying Essential

"Night flying is essential to successful air transportation operations in the United States," said F. C. Hingsburg, chief engineer of the airways division of the United States department of commerce, who was another speaker at the aviation session. He said with reference to the manner in which the hazards of night flying are being eliminated.

"To reduce these hazards, the air commerce act authorized establishment of airways equipped with air navigation facilities. The airways are selected to follow the route offering the best flying conditions between designated airports and are provided with intermediate landing fields approximately 30 miles apart to provide safe landing places under conditions of stress of weather or mechanical troubles."

as its philosopher and guide. He was president of the International Association of Accident Underwriters for three years ending 1909. Mr. Alexander had insisted on conducting business in an ethical way. He was tolerant in his relationships with competitors. In the cooperative movements of the business in which he figured he always insisted on living up to their spirit as well as the letter of their rules.

Cable advices received from Mrs. H. G. B. Alexander from Paris are to the effect that she, with her party and Mr. Alexander's body, intended sailing from France on the Isle de France on Oct. 10, and that funeral services will be held at the chapel of Oakwoods cemetery, Chicago, the afternoon of Oct. 19 at 2:30.

The board of directors of the Continental Casualty will not meet until some time after the funeral services. In the meantime the officials of the Continental companies have sent a personal message to all Continental business associates.

Green with Union Indemnity

T. E. Green, formerly superintendent of the collection department of the Chicago branch office of the United States Fidelity & Guaranty, has been appointed auditor for the Chicago branch of the Union Indemnity group under the management of T. E. Dunne and J. M. Hogle. He was connected with the former company for about four years.

GENERAL ACCIDENT

ESTABLISHED



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Progressive*

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Compensation
Elevator
Teams and
Public Liability



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Accident—Health
Burglary—Plate Glass
Auto Liability
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*Casualty
Company*

GENERAL ACCIDENT

FIRE AND LIFE

ASSURANCE CORPORATION, LTD.

FREDERICK RICHARDSON, *United States Manager*

PHILADELPHIA

INSURANCE MAY GET IN POLITICAL FIELD

(CONTINUED FROM PAGE 39)

fluence but that the party workers are able to bring pressure because they are the men who control the voters. He said that if insurance men would become active workers in politics they will be able to accomplish much. Mr. Smith said that if agents would study legislative candidates and then work for those that are not hostile to insurance but who would give it a square deal they would be able to create much interest for these men.

Insurance Has Suffered

Mr. Burras in his address before the joint meeting of his organization and the company association called attention to the fact that insurance has suffered at the hands of state legislatures and public officers. It has often been made the football of politics in order to curry favor. He said that compensation rates are subject to political influence and during the last five years the companies have lost \$54,000,000. Economic necessity, he said, often times has given way to political expediency. Labor unions are active in politics and accomplish much for the labor movement thereby. He said that the recent developments under the Massachusetts compulsory automobile insurance act show how far politicians will go in dealing with insurance rates.

Insurance Business Exploited

Mr. Burras asserted that there is a steadily growing tendency on the part of government to exploit more and more the insurance business. He predicts that in the not very distant future regulation of rates for all classes of insurance will be made or reviewed by politically created agencies. He sees the extension of special taxes on insurance. Therefore, he urged insurance to get into politics and combat this movement. Insurance men who become active in politics, he contended, should be encouraged and supported by their associates in the business and the insurance companies.

Public Needs Educating

Mr. Burras called attention to the fact that the public has been prejudiced against insurance because the people are not informed. He said that institutional advertising has been found successful as an educational policy. He asserted that the agents' association will co-operate with the company association in promoting a publicity plan to the extent of paying a percentage of the commission income into a fund to further an enterprise of this kind.

President E. A. St. John of the International association also called attention to the need for the creation of more contacts with the public.

WANT ADDED VALUE IN AGENCY CONTRACT

(CONTINUED FROM PAGE 39)

the conference committee and submitted to the conference committee of the International Association of Casualty & Surety Underwriters. He said that if the real value were given to a general agency contract the highest grade of men would be attracted to the work. He advised placing the insurance business in a position where men of caliber and substance would always be in it. If general agents were assured that there would be a definite value to their contracts so that their estates or they themselves would reap the benefit they could afford to develop their territory more intensively.

Comment by Braniff

Thomas E. Braniff of Oklahoma, in commenting on this question said that undoubtedly there should be a plan or formula evolved that could be submitted to the companies. He declared that

death brings frequently a disintegration of the agency and the business. If the general agent had a mortuary or terminal value in his contract it would guarantee a continuity of the work. The question was referred to the conference committee, consisting of W. G. Wilson of Cleveland, George D. Webb of Chicago, Wade Fetzner of Chicago and Mr. Braniff.

Mr. Henry's Report

Mr. Henry in his report made the following statement:

"By way of a constructive proposal and in line with the best thought of the present age in all forms of industry, we suggest a critical consideration of introducing into all general agency contracts a mortuary and possibly a terminal value.

"Pension systems are scarcely adaptable to the relation of a general agent with his company but who will say that a business career spent in pioneering and establishing a business for a company shall have no reward except



JAMES W. HENRY, Pittsburgh

that which is reaped from year to year during the tenure of such a contract.

Companies Interested

"The loyalty and devotion to duty involved in the performance of an exclusive general agency representation and a building of an organization of effective producers should at once enlist the enthusiastic support of those companies which take a forward looking stand and which would be the beneficiaries for an indefinite future of all the labor and talent so expended.

"To this end we suggest that the conference committee be asked to give this proposal careful study, calling to their aid such additional members of the association as they wish to consult, and that a report by such conference committee be made to the executive committee as and when the developments warrant."

Favors Compulsory Law

The Perth Amboy, N. J., association of insurance agents is in receipt of a letter from William L. Dill, Democratic candidate for governor, to the effect that he is strongly in favor of a compulsory automobile liability insurance law for New Jersey, but is unfavorable to a state fund for carrying the protection. Mr. Dill is at present in the state motor vehicle department. In part, his letter reads:

"I am in favor of compulsory automobile insurance for all motor vehicle owners. A person who is financially irresponsible should not have the privilege of operating a motor vehicle, and I feel that we would rid the roads of irresponsible drivers if we were successful in passing this measure. With the increased volume of business that would be brought to the insurance companies, we cannot understand their opposition to the passage of this law."

WHITE SULPHUR DREW LARGE ATTENDANCE

(CONTINUED FROM PAGE 37)

in all this is a get together convention. Old friendships are renewed and new ones are created.

President E. A. St. John of the National Surety closed his career as president of the company organization after serving for two years and Charles H. Burras of Chicago, president of the agents' organization, completed two years of service. These presidential men are old timers in the organization. Mr. St. John had served as president of the National Association of Casualty & Surety Agents when he was in charge of Joyce & Company's office in Chicago. Mr. Burras is now president of Joyce & Co. Both men have made excellent presiding officers and their work received many plaudits.

Underhill Was Big Attraction

One of the attractions this year was the presence of Congressman Charles L. Underhill of Massachusetts, who became prominent insurance-wise because of his valiant attack on the Fitzgerald monopolistic workmen's compensation law in the District of Columbia. Mr. Underhill spoke Wednesday morning, taking the position that insurance men should support those in public office who cooperate with insurance in securing their rights. He declared that business interests are indifferent to their political rights when compared with labor, for example. He asserted that insurance should cooperate with other business activities when the latter are in trouble so that when insurance needs support it can seek the championship of other lines which it has favored.

May Be Renewed Attacks

Congressman Underhill said that insurance is not out of the woods in the District of Columbia by any means as there may be a continued attempt to work the government into the compensation business. He said there is a demand in the District of Columbia for protection against careless automobile drivers and this may lead to the introduction of a compulsory automobile insurance act. Congressman Underhill is opposed to the government entering private fields. He said that while the government was operating the railroads during the war, it cost the people \$1,800,000,000. The shipping board cost the people \$2,000,000,000. He referred to many different schemes to get the government into business. He cited, for instance, Muscle Shoals and Boulder Dam as examples of putting the government into the power business. He said that the act which President Coolidge vetoed put the government in control of Muscle Shoals, provided for the selling of fertilizer at cost in competition with fertilizer manufacturers. Because in the United States private activities and private initiative have been allowed freedom, great prosperity has resulted. Congressman Underhill warned people against borsers from within.

Dr. Besley Gave a Talk

Dr. Fred A. Besley, one of the eminent surgeons of Chicago, who a few years ago established his own hospital at Waukegan, Ill., was present as the representative of the American College of Surgeons. He said that his organization is endeavoring to improve industrial surgery. It is attempting to standardize to a large extent that arm of surgery. He said last year there were 95,000 deaths from violence and over 3,000,000 persons were injured in industry. He said there is no organization making any effort to care for the great army of industry and those that are injured in its cause. He said that if industrial surgery is improved it will mean a great humanitarian achievement and will save income for insurance companies. He said that the competent surgeons have not been particularly interested in industrial surgery, which is a special study in itself. Dr. Besley de-

clared that the surgeons are not caring for fractures, for example, as they did 30 years ago.

What the College is Doing

The American College of Surgeons is endeavoring to create better teaching along industrial surgical lines. It is standardizing hospitals. It has shortened the period of men remaining in such authorized hospitals three days. He said the American College is establishing a list of industrial surgeons that are pledged to live up to minimum standards. At the present time it has 10,000 on this list located in various parts of the country. He said that one of the big problems is getting injured men to these surgeons. Many are ignorant and insist on going to their own doctor. He said it is the duty of the companies writing compensation insurance to set up a medical department that will look after injured men. He said that this should not be delegated to the claim or the agency department. He said the medical department should decide medical questions.

Superintendent Beha Speaks

Insurance Superintendent James A. Beha of New York has attended the White Sulphur meetings during the last few years and was present this year. He said that the casualty men are suspicious of one another. They do not trust each other. He deprecated this condition. He said that the business is cursed with rumors about men in it. Executives often believe these rumors. Before the public can have explicit confidence in insurance people and their business he said that the insurance folk themselves should have faith in one another. If insurance people expect the public to trust them they must trust one another. Mr. Beha said that the state governments in many ways are allowing combinations if it is for the good of all.

Should Eliminate Disturbers

He was very frank in saying that if there is a man or company in the business that is a disturber and will not play the game fairly and squarely this institution or man should be eliminated. He said there are certain principles that should be lived up to for the best interest of all. Mr. Beha said that during his experience in office he found that most insurance men have had in mind the public good. He held that if the public is given an opportunity it will show greater confidence and good will in insurance.

Both the company and agency associations held separate meetings Thursday morning. Frank J. O'Neill of the Royal Indemnity, the new president of the International association, was inducted into office and W. G. Wilson of Cleveland, the new agency association president, was installed. Mr. Wilson in a few remarks stated that he did not believe that any association is justified in attempting to maintain interest by creating issues for agitating subjects that might well be left alone. Both Mr. O'Neill and Mr. Wilson are men of distinction who have been greatly interested in their organizations.

There was a large attendance of both company men and general agents. There were a number of new executives and general agents that had not attended the White Sulphur convention before.

CONVENTION NOTES

A. W. Malsley, manager of the Royal Exchange Assurance of London at its head office, was an interested spectator at the White Sulphur Convention.

* * *

Jesse B. Riggs of Riggs, Rossmann & Hunter of Baltimore is a member of the famous Riggs family in his city, some of whom have taken an active interest in insurance and are represented on the boards of Baltimore companies. Mr. Riggs during his college days at Princeton played tackle and guard on the football team. He graduated with the class of 1892.

* * *

Dr. Henry Wireman Cook of Minneapolis, vice-president and medical director of the Northwestern National Life

of that city, was motoring to the east and stopped a day or two at the Greenbrier. He is a native of Baltimore and took much interest in coming in contact again with his old class mate, R. Howard Bland, president of the United States Fidelity & Guaranty.

Ernest J. Heppenheimer of Jersey City, president of the Colonial Life, and Edward Maxon, New Jersey insurance commissioner, together with their wives, were guests of the convention.

Maj. C. R. Morgan of Charleston, W. Va., former deputy insurance commissioner of his state and now president of the local agents' association of Charleston, was present hobnobbing with the Southern Surety officials, being West Virginia manager for that company.

Walter W. Head of Omaha, president of the Omaha National Bank, who was one of the speaker guests, stated that he received the invitation to speak last summer while he was in Alaska. The invitation was extended by President Spencer Welton of the New York Indemnity, an old friend of Mr. Head. Mr. Head stated that under the influence of the ozone, blue sky and invigorating scenery of Alaska, he accepted.

R. P. DeVan of Charleston, W. Va., president of the National Association of Insurance Agents, drove over from Charleston with Mrs. DeVan and spent a couple of days at White Sulphur. Mr. DeVan brought the greetings of his organization in a brief talk before the joint meeting Wednesday morning. He stated that his association hopes to proceed along educational lines in order to raise the standard of agency representation.

James L. Madden, former insurance manager of the United States Chamber of Commerce and now one of the vice-presidents of the Metropolitan Life, was present greeting old friends. His successor, T. F. Cunneen, attended the White Sulphur meeting.

John T. Hutchinson, secretary of the Insurance Federation of America, took charge of Congressman C. L. Underhill of Massachusetts on the golf links and gave such valuable suggestions that Mr. Underhill was able to win the guest prize.

Arthur P. Smith of Minneapolis received a letter from his office reciting numerous experiences that almost overwhelmed his force following his leaving for White Sulphur. To start with, a friend of his boy at Amery, Wis., sent a pup by express, collect, addressed to the office. In Mr. Smith's absence, the office force attempted to take care of the new dog. He howled so much that tenants objected to its presence. It was therefore placed in a box on the roof back of the office. The humane society learned of this and claimed that Mr. Smith's people were guilty of cruelty to animals. A bootlegger called with some liquor that he claimed Mr. Smith had ordered. A check for \$115 was drawn. While the office force were out at lunch some one got in the case and stole almost all the wet goods. Mr. Smith is a candidate for the legislature. A committee of politicians came from his ward to secure a campaign donation. They were given \$20. Then another committee called to have Mr. Smith give an order for 1,000 Smith campaign buttons. The pup broke loose, snatched the hat of one of the committeemen and before it was rescued it was demolished and a new hat had to be purchased. The Minneapolis "Journal" besieged Mr. Smith's office to order a page for political advertisement. It was ordered.

In connection with the election of W. G. Wilson as president of the National Association of Casualty & Surety Agents to succeed Charles H. Burras, it is interesting to know that 10 years ago when Mr. Burras retired from the presidency Mr. Wilson was elected to that position.

A formality though it may be, yet a very gracious custom is indulged in each year when the two bodies Thursday morning are holding separate meetings for one body to send fraternal delegates to the other to convey greetings. Thomas E. Braniff of Oklahoma City and J. W. Henry of Pittsburgh were delegated to visit the International association and convey felicitations and good

wishes. Shortly thereafter A. Duncan Reid of the Globe Indemnity and R. H. Thompson of the Maryland Casualty visited the agents' association and reciprocated the sentiments expressed to the company men.

A. Duncan Reid of the Globe Indemnity was chairman of the nominating committee of the International association and W. M. Byrne of St. Louis acted in a similar capacity for the agents. R. Howard Bland of the United States Fidelity & Guaranty was chairman of the committee on resolutions for the International association and Thomas E. Braniff of Oklahoma City for the agents.

President Charles H. Burras of the agents' association was compelled to take to his bed Tuesday afternoon on account of a severe cold. It was thought that he would be unable to preside at the Wednesday session, but he recovered sufficiently to take his post. However, he was unable to get into the golf tournament and thus missed capturing a prize.

Thomas E. Braniff, chairman of the resolutions committee of the agents' body, had some difficulty in reading the manuscript prepared by W. G. Wilson. It was necessary to consult Mr. Wilson as to his chirography. Mr. Wilson said that he had one unique distinction in which he counted himself superior to anyone else in the world in that he was better able to decipher his own handwriting than any other person.

The National Association of Casualty & Surety Agents reported 68 new members during the year.

At the banquet Wednesday evening A. Duncan Reid was toastmaster. Charles Milton Newcomb of Cleveland, a professional platform man and humorist, was switched over from the morning program. The other speaker was Capt. J. A. Hedley, an army aviator, who gave an account of his war experience.

J. H. Carney, one of the members of the executive committee of the National Association of Insurance Agents, sent in a letter stating that he had been injured some time ago and was still indisposed. Holcomb G. Johnson of Washington, D. C., who has been ill for the last two or three years, and is a member of the executive committee, found that he was not in good enough condition to be present although he stated his health is improving.

INCREASE IN CAPITAL OF U. S. F. & G. IS APPROVED

BALTIMORE, Oct. 10.—Stockholders of the United States Fidelity & Guaranty voted unanimously in approval of increasing the capital of the company from the present \$10,000,000 par value \$50 a share, to \$25,000,000, par value \$10 a share.

It is planned to allot 50,000 additional shares of the \$50 par value stock to stockholders at \$100 a share in the proportion of one additional share for each three shares they own.

Of the proceeds, amounting to \$5,000,000, \$2,500,000 will be added to capital and a similar amount to surplus. Around the end of the current year the new stock just authorized will be exchanged for the old stock on the basis of five shares of \$10 per value stock for one share of \$50 par value stock.

Outstanding stock then will be 1,000,000 shares of a total par value of \$10,000,000, leaving 1,500,000 shares of a total par value of \$15,000,000 to be issued as additional capital may be required.

Great Eastern Starts Writing

The Great Eastern Casualty of Newark has opened offices at 1060 Broad street, Newark, and is writing business. The company is organized with capital of \$150,000 and surplus of \$150,000. It writes liability and property damage on passenger-carrying automobiles.

Emanuel S. Margulies is president of the company. Frank H. Harrigan is secretary-treasurer. The directors are: Joseph Wood, Edward S. Jones, Thomas Hartley, Dr. Alfred M. Hamlet, Harold T. Stanton, Percival Mallory and Anthony P. Vender.

Prizes Awarded at White Sulphur Springs to Casualty People

THE awarding of the golf prizes at the White Sulphur Springs casualty convention is always a most interesting event. Prizes are given by company officials or others, some of them being truly magnificent. The competition is keen. This year George W. Blossom, Jr. of Chicago, a member of the firm of Fred S. James & Co., won the low gross of the convention, shooting 75 on the first day and 72 the second. Thus his name goes on the Fidelity & Deposit challenge cup, the premier trophy that will be awarded to the player who wins it three times. It is interesting to know that Mr. Blossom's brother, Francis R. Blossom, a member of the same firm, made the low score in 1925 and 1926. A. P. Buffington of Fall River, Mass., won in 1924 and J. A. Gammons got the low score last year. E. R. Nuttle of the Fidelity & Deposit was chairman of the golf committee this year. This is a hard working committee that takes entire charge of the golf activities. The prizes are awarded at the banquet. A. Duncan Reid of the Globe Indemnity was toastmaster and handed over the coveted trophies. The awards were as follows:

Grand Fidelity & Deposit Trophy— G. W. Blossom, Jr., Chicago, First Day Gross Score 75, Second Day 72.

First Day

Low Gross Company—E. B. Morris, Travelers; Agent John T. Harrison, New York City.

Second Low Gross—R. H. Thompson, Maryland Casualty; Henry McKeen, Jr., Easton, Pa.

Low Net—F. A. Ungles, Southern Surety; Wallace M. Reid, Pittsburgh.

Second Low Net—J. S. Bayless, Baltimore, Southern Surety; A. G. Chapman, Louisville.

Second Day

Low Gross—Company, V. C. Bartholomew, Chicago, New Amsterdam Casualty; Agent A. E. Woodford, Hartford.

Second Low Gross—Roy Armstrong, Southern Surety; O. H. Mitchell, St. Louis.

Low Net—Theodore Engstrom, Aetna Casualty, Philadelphia; C. W. Olson, Jr., Chicago.

Second Low Net—W. F. Whitmore, First Reinsurance, Hartford; Glenn E. Charlton, Lawrence, Kan.

Guest Prize—Congressman C. L. Underhill, Massachusetts.

Old Man's Trophy—Low Net—Age 45 or Over—Kennedy Owen, Standard Accident.

Special Low Net, with 18 handicap or under—C. W. French, Royal Indemnity, Chicago; Frank Heller, Newark, N. J.

Third Day

Low Gross—Company, Wilmot Smith, Aetna Casualty; Agent M. R. Whited, Cleveland.

Second Low Gross—J. M. Haines, London Guarantee & Accident; W. B. Miller, Little Rock.

Low Net—W. W. Symington, United States Fidelity & Guaranty; H. W. Schaefer, New York City.

Second Low Net—Ray W. Paynter, Southern Surety, Philadelphia; A. P. Smith, Minneapolis.

Low Net, 18 or Under Handicap—F. J. Parry, American Surety; B. W. McCluer, Kansas City.

Special 3rd Low Gross—S. R. Smith, New York City.

LADIES' PRIZES

First Day

Low Gross—Mrs. Wilmot Smith, Hartford.

Low Net—Mrs. John P. Hancock, Niagara Falls.

Second Day

Low Gross—Mrs. W. Herbert Stewart, Chicago.

Low Net—Mrs. S. V. Bogart, Garden City, N. Y.

Second Low Net—Mrs. Geo. W. Blossom, Jr., Chicago.

Blind Bogey—Mrs. W. R. Medaris, Toledo.

Putting Contest—Golfers—Mrs. H. P.

Jackson, New York; Mrs. Jerome Bowes, Chicago; Miss Mildred McClory, Pittsburgh. Non-Golfers—Mrs. Eloise Boles, New York City; Mrs. W. B. Miller, Little Rock; Mrs. F. T. Olmstead, Syracuse, N. Y.

Bridge Whist Winners

Mrs. Wilmot Smith, Hartford; Mrs. Esther Moore, New York City; Mrs. M. Townsend, Newark, N. J.; Mrs. Milton R. Whited, Cleveland; Mrs. W. S. Cummings, Mrs. E. J. Donegan, New York City; Mrs. C. W. Olson, Jr., Chicago; Mrs. J. J. Meador, New York City; Mrs. J. R. Garrett, New York; Mrs. Wyle B. Miller, Mrs. Manton Maverick, Chicago; Mrs. Guy Murdock, Mrs. Jackson Landers, Mrs. Thos. E. Braniff, Oklahoma City; Mrs. A. E. Woodford, Hartford.

Horse Shoe Pitching Winners

First Day—Omar Throgmorton, Little Rock, and J. H. Meens, Pine Bluff.

Second Day—C. S. Weech, New Amsterdam Casualty, and Geo. L. Radcliffe, American Bonding.

NEW ACCIDENT MANUAL MAKES MANY CHANGES

(CONTINUED FROM PAGE 37)

thus obtain \$1 more than formerly from those in Class B. It is interesting to note that the new classification B, calling for the basic rate of \$6 per unit for certain occupations where automobile use is an important part of the occupational hazard, shows 215 occupations so listed. "A" classifications number 335; "C," 139; D*, 353 and D, 478.

The changes in occupations likely to be affected by use of the automobile, and which will take an increased rate, are:

Commercial travelers and manufacturers' agents in Class B; physicians, surgeons and dentists in Class C; insurance agents, sole occupation, Class A; brokers or agents, Class C; auto accessory merchants (not repairing), Class D; auto salesmen and dealers, Class C; auto repairmen, Class F; auto tire dealers (not repairing), Class D; auto garage proprietors (not repairing), Class E, and filling station attendants Class E.

Changing Company Rate Books

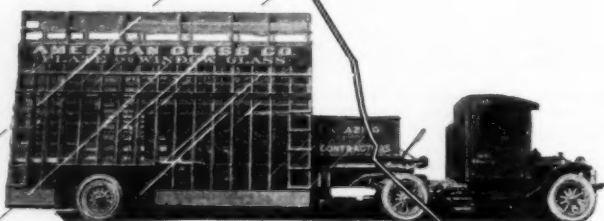
Indications now are that more companies will use the new standard manual than were using the old manual and that change in company rate books to conform with the new manual will begin at an early date, certainly by the first of next year, though the process of changing over to the new standards will be spread over the greater part of a year.

The new manual was prepared by the standard manual and uniform classification of risks committee of the Bureau of Personal Accident & Health Underwriters. The committee has worked long and faithfully in preparation of this manual. George Goodwin, assistant secretary of the accident department of the Connecticut General, heads the committee as its chairman. The other members of the committee were E. C. Bowen, secretary of the accident department of the Aetna Life; J. W. McGovern, assistant manager of the accident and health department of the Maryland Casualty; J. E. Ahern, secretary of the accident department of the Travelers; Rich J. Mier, vice-president of the accident department of the Pacific Mutual Life; D. W. McFall, secretary of the accident and health department of the Continental Casualty, and Ray L. Hills, assistant vice-president of the Great American Indemnity.

Write Big New York Bond

Flynn, Harrison & Conroy, New York City agents for the United States Fidelity & Guaranty, have just placed a \$5,600,000 bond guaranteeing completion of the 29-mile water tunnel contract awarded by the board of water supply of New York City to Patrick McGovern. The originating companies on the cover are the United States Fidelity & Guaranty and the Massachusetts Bonding, with many other companies as co-sureties.

Sure to be Satisfied ~all 'round!



Agents and Assureds Satisfied!

That's Why We Lead the World in Making

Plate Glass Replacement

AMERICAN GLASS CO.

1030 NORTH BRANCH STREET
CHICAGO, ILL.

TELEPHONE: MOHAWK 1100 :: ALL DEPARTMENTS

TWO HARD WORKING MEN AT WHITE SULPHUR CASUALTY CONVENTION



W. A. EDGAR
Chairman Entertainment Committee



E. R. NUTTLE
Chairman Golf Committee

There were two hard working men at the casualty and surety convention at White Sulphur Springs who deserve special mention. W. A. Edgar, vice-president of the United States Fidelity & Guaranty, was chairman of the entertainment committee. E. R. Nuttle, vice-president of the Fidelity & Deposit, acted as chairman of the golf committee. Both men hailed from Baltimore and Baltimore officials have always been prominent at the White Sulphur Springs meetings. The entertainment features at White Sulphur Springs are of prime importance. The social side of the convention is conspicuous, the banquet has to be arranged for and the personal part of

the machinery must be kept well geared. Mr. Edgar without noise or publicity carried out his part of the program in magnificent shape. Mr. Nuttle was in charge of the golf tournament. This part of the convention week is of paramount importance. The registration of golfers, the fixing of the handicaps, the arrangement of the playing schedule, the details of carrying out the play, the calculation of net scores, the awarding of prizes, all require patience, skill and tact. The company players' records must be kept separate from the agency players' list. Both Mr. Edgar and Mr. Nuttle received many encomiums for their part in the proceedings.

Georgia Casualty to Increase Capital

In keeping with the progressive policy of the present management of the Georgia Casualty, the board of directors held a meeting in Atlanta and passed a resolution recommending to the stockholders of the company an increase in authorized capital stock from \$500,000 to \$1,250,000, and, further, that the necessary authority be obtained to write fidelity and surety and accident and health business. A meeting of the stockholders has been called for Oct. 15 to consider this resolution.

Alliance Formally Launched

With a capital of \$1,000,000 and a like amount of surplus the Alliance Casualty of Philadelphia has now been organized, its entire stock being owned by the Insurance Company of North America. Benjamin Rush, president of the latter company, is president of the Alliance Casualty, while Charles F. Frizzell is vice-president and general manager. Eventually the company will enter all states.

Wilkins With National Union

Ernest R. Wilkins, formerly an independent adjuster in Seattle, is now claims attorney there for the National Union Indemnity. Mr. Wilkins was for eight years connected with the Aetna Casualty in its claims department prior to becoming an independent adjuster.

Major Joins Fidelity & Deposit

John J. Major, formerly production manager in the Chicago office of the Standard Accident, has joined the Milwaukee office of the Fidelity & Deposit as special agent. He succeeds Arthur Wagner, who has resigned. Mr. Major started his insurance career in the local agency business in Oshkosh, Wis. Five

years later he was made Oshkosh manager of the Standard Accident, and later was transferred to the more responsible position in that company's Chicago office.

Unusual Damage Case

Reports of an unusual accident in Poland illustrate the possibilities in air hazards from the angle of property damage. While a military aviator was looping, his gas tank fell off and, though he landed safely, the tank fell on a factory roof and exploded, causing a fire in the plant.

Henley Joins Universal Automobile

C. R. Henley has been appointed special agent in eastern Texas for the Universal Automobile and Universal Casualty. Mr. Henley has been with the Aetna Casualty & Surety for the last seven years, principally in the Texas field.

Test Columbus Taxi Ordinance

Suit has been filed in the common pleas court at Columbus, O., to test the validity of the new ordinance passed by the city council of that place requiring all taxi owners to purchase liability and property insurance on their taxicabs. The operators say they cannot get insurance at such a rate that would permit them to run their taxis at a profit. They say the ordinance is unconstitutional, as it is in restraint of trade. The suit was filed by five owners and operators of taxis, but it is announced that 11 taxicab owners and about 60 individual owners have filed insurance policies or liability bonds.

Big Los Angeles Hospital Bond

The Los Angeles branch of the Fidelity & Deposit recently wrote two bonds for a total of \$4,000,000 on the Los Angeles county hospital, which will cost approximately \$8,000,000.

WORKMEN'S COMPENSATION

COLLEGE OF SURGEONS AIDS

Dr. F. A. Besley's Report to Board of Regents Indicates How Insurers Are Assisted

In his report to the board of regents on traumatic surgery of the American College of Surgeons, Dr. Frederic A. Besley of Chicago, chairman of the board, indicated how the college is assisting the compensation-writing insurance carriers by compiling accident statistics, improving hospitalization of injured workmen and in other ways striving to decrease the nation's economic loss from industrial accidents. In part the report says:

"During 1927 there were in the United States 85,500 accidental deaths. Six per cent of all deaths that occur are from violence; 25,000 are from motor car accidents; 23,000 are from industrial accidents; there are 3,250,000 non-fatal injuries in industry; 115,000 employees in industry incurred partial permanent disability in 1927; 1,150 employees incurred total permanent disability. The cost to industry from these injuries was \$1,000,000,000.

"A review of these figures and other facts prompted the American College of Surgeons to appoint a commission to make a survey of the whole situation, for to this time there had been no organized effort to give to this enormous number of injured patients the most adequate, scientific, competent and ethical care possible and thereby minimize the human wastage and economic loss. The essential and fundamental principle involved in our problem is the better care of the injured patient. This is basic.

"As the work has progressed, there is apparent an ever-increasing amount of evidence to prove the necessity for better understanding of the whole subject relative to this complex situation.

"Primarily, those involved in industrial injuries are the employee, the employer or his financial representative, the insurance company, the doctor and the hospital. The many who meet with accidents in their various pursuits who are not classified under industry are directly concerned, and are subject to the same adverse conditions of hospital and surgical care, which will be remedied under the leadership of the American College of Surgeons.

"Fortunately a comprehensive study of the general situation shows that there is no conflict between these diversified interests, and this fact simplifies the problem of securing a sincere and hearty cooperation and a correlation of all their efforts toward establishing a better service for the injured."

Defer Kansas Decision

TOPEKA, KAN., Oct. 10.—The decision of the Kansas insurance department on the proposed increase in compensation rates has been further delayed by the request of the companies for another conference. This case has been pending 16 months and dates from the effectiveness of the new compensation law. No date has been fixed by the compensation bureau for a further discussion with the department relative to the rates.

Mr. Baker expects to complete his study of the proposed changes in the minimum rate and constant expense charge next week. He has announced that the decision will be made between Oct. 15 and 20. The commissioner has had this application since June. The companies have submitted their statements and made their showing as to the need of the changes. The employers have submitted their reasons for opposing the change. From special information which the commissioner has asked for, it is believed by insurance men that he will refuse the application of the companies and order the present rates maintained until a more effective showing is presented the department.

EXPECT FUND RATE INCREASE

West Virginia Compensation Commissioner to Announce New Schedule—Accident Figures Larger

CHARLESTON, W. VA., Oct. 10.—Late this month, in time for the monthly payrolls, C. L. Heaberlin, commissioner of compensation, will promulgate his new rates to subscribers. It is certain that they will show an increase in every classification, for the demands upon the fund and the necessity of building up a proper reserve fund warrant it. The commissioner has the benefit of some actuarial studies and he has held a number of conferences with leading employers and associations.

For the fiscal year ending June 1, 1928 there is a showing of 36,709 injuries reported of which 570 were fatal accidents. It is rather interesting to note that the reported injuries from non-subscribers totaled only 2,132 not included in the above totals. This will show why private insurance companies

do not get much business in West Virginia.

But more than this, the figures for the first three months of the current fiscal year show accidents increasing over the average of last year, which was 3,059 per month, as the monthly reports show 3,630, 3,382 and 3,942 injuries in the months of June, July and August. Fatalities continue with an average of over 50 a month, leaving a burden upon the fund of a large number of widows and dependent children. This growing liability of dependent widows and children is one of the reasons why the fund needs increased revenues.

Breaks Wooden Leg, No Compensation

AUSTIN, TEX., Oct. 10.—A broken wooden leg is not a personal physical injury under Texas law, the Texas Industrial Accident Board held in a workmen's compensation case last week.

M. A. Kolb was denied recovery of compensation for the breaking of his wooden leg in several places and disruption of the leg hinges when an automobile struck him while he was adjusting the lights of his employer's truck.

Company Held in Contempt

PROVIDENCE, R. I., Oct. 10.—The Aetna Life was adjudged in contempt by the superior court here in a workmen's

compensation case. The company had been paying weekly to a man injured when he fell while working. As a result of an examination by a physician, the company discontinued payments without appearing before the court to ask modification of the agreement.

Counsel for the company stated that back payments would be met and modification of the agreement then sought. The laborer states his injuries prevent him from going to work at the present time.

Reports on First Six Months

MADISON, WIS., Oct. 10.—During the first six months of 1928 the Wisconsin industrial commission closed its record in 11,476 compensation cases, according to a report just issued. This includes 106 deaths and permanent total disability cases, 1,000 permanent partial disability injuries and 10,371 temporary disabilities each showing more than seven calendar days time lost.

The actual cost for these 11,476 compensation cases settled amounted to \$1,871,667 indemnity for wage loss, \$638,884 for medical attendance, and \$20,440 for funeral expenses. The aggregate total compensation costs was \$2,530,991.

Carrier Relieved from Liability

LINCOLN, NEB., Oct. 10.—The state compensation commissioner has relieved the London Guarantee & Accident of liability under a compensation claim



This Is Our Creed

The New York Indemnity Company is not so big that the chief executives lack time to meet and know individual agents and to work with them in the solution of their problems.

Yet, we are big enough to supply adequate backing for any coverage we are called upon to give and, if on a Fidelity, Surety or Burglary undertaking it is desired, the National Surety Company will join with us as co-surety, this giving us a greater carrying power than any other company in the World.

Where can an agent have a better connection than with a company of medium size, headed by young, aggressive men—men known to be familiar and sympathetic with the problems of the agent—a company whose officials know up-to-the-minute ways of giving the agent the kind of cooperation which will help him build up a good business on a sound basis.

We believe we have more to offer a discriminating agent than the big, old line companies or than the absolutely new companies just starting in.

If you are interested in establishing a real surety connection for the development of SURETY business on a profitable basis, write

New York Indemnity Company

115 BROADWAY, NEW YORK CITY

WILLIAM B. JOYCE, Chairman

SPENCER WELTON, President

YEARS STANDARD'S ADVERTISING DEPARTMENT HAS GROWN



THE FIRST STEP!

UNTIL Johnson became an agent of the Standard, advertising seemed out of the question. He knew its value, but neither he nor his stenographer had the time to carry out all the details necessary to produce results.

"Here's a book about Standard's advertising that came in today's mail," said his stenographer one day. Johnson looked at it without much interest—but suddenly his face lit up.

The book pointed out to him how Standard's Advertising Department would serve him just as an advertising agency serves its clients—but at no cost. He found that he had available every type of individual sales-help and advertising service. He found that this big department would carry out a direct mail campaign to his clients with no cost to him except for the postage.

A letter to Standard's Advertising Department asking for suggestions regarding his plans was the first step in the solving of his future advertising problems.



Watch for the story of the solution of Johnson's problems, which will appear in this series of ads demonstrating the facilities of Standard's big Advertising Department. Copies of preceding ads will be sent you on request. Write to the Advertising Department of the

STANDARD ACCIDENT INSURANCE CO.
Home Office—Detroit, Michigan

TO BE ONE OF THE LARGEST AND BEST EQUIPPED IN THE INSURANCE BUSINESS. • IN FOUR YEARS STANDARD'S ADVERTISING DEPARTMENT HAS GROWN TO BE ONE

for \$5,350, preferred against the city of North Bend by the widow of David G. Lehmer, street and water commissioner. Lehmer died from inhaling carbon monoxide gas last March, while doing some work on the car that he used in performing part of his duties and which he also used for private purposes. The commissioner held that there was not sufficient connection between the work Lehmer was doing when he died and the duties he was paid for as a city employee to justify holding that the death arose out of an accident in the course of his employment.

Fewer Accidents in Quarries

Marked progress was made by the stone-quarrying industry in the United States in the reduction of fatal acci-

dents among its employees in 1927, according to reports furnished to the United States bureau of mines, Department of Commerce. The death rate from accidents was lower than ever before, with the single exception of 1924, in which the death rate was the same as that for 1927. The non-fatal injury rate, covering all "lost-time" injuries, was slightly higher than in the preceding year, but lower than in any other year since 1920.

In all 135 deaths and 13,459 injuries from accidents were reported. There was a decrease of 19 in the number of fatalities. Accidents during the year represented a death rate of 1.63 and an injury rate of 162.92 per thousand 300-day workers as compared with a death rate of 1.87 and an injury rate of 160.28 in 1926.

ACCIDENT AND HEALTH

ACCIDENT MANAGERS MEET

Department Get-Together Meeting Held by Commercial Casualty of Newark

NEWARK, Oct. 10. — The second annual get-together meeting of the accident and health department of the Commercial Casualty was held Monday and Tuesday, some 40 managers from all sections of the country being in attendance. Under the direction of F. W. Benjamin, manager, and P. G. Garey, assistant manager of the department, an open forum was held, at which the plans of the company and the problems of the field men were frankly discussed, the business sessions being supplemented with entertainment features.

L. L. Burdick of Boston is the star producer of the accident and health department, the premiums of his agency on this class running close to \$100,000 a year. Though but 28 years of age, Mr. Burdick has made an enviable reputation for himself and is a credit to the company with which he is identified.

Pacific Northwest Appointment

The Pacific Northwest Insurance Agency of Seattle has been appointed general agent for the life and accident departments of the American National of Galveston, in Washington, Idaho and Oregon and for the accident department in California.

May Have New York Meeting

J. W. Scherr, president of the Inter-Ocean Casualty, who is chairman of the executive committee of the Health & Accident Underwriters' Conference, has interrogated members of the committee as to the desirability of holding a meeting of the committee in New York City during the big convention week there Dec. 10. The National Convention of Insurance Commissioners will meet at the Hotel Astor that week, as will the Association of Life Insurance Presidents, Insurance Federation of America and other insurance bodies.

New Kentucky Company Approved

The Kentucky secretary of state has approved the articles of incorporation of the Atlas Life & Accident of Campbellsville, Ky. The company is capitalized at \$100,000 and the incorporators are M. W. Tucker, T. O. Morton, Abel Harding and E. N. Gross. Messrs. Tucker and Harding have been active in the insurance field at Campbellsville for some time.

Chicago Managers Meet

The Accident & Health Managers Club of Chicago held its first meeting of the fall season Tuesday. It is decided that no formal action was necessary in regard to filling the vacancy caused by the resignation of Armand Sommer of the Standard Accident, president of the club, who has been called to the home office of his company in Detroit, as the by-laws adopted at this meeting specifically provide for the advancement of the vice-president in cases of that sort

This automatically puts E. C. Budlong of the Federal Life, vice-president, in as chief executive of the organization. P. D. Smith of the Aetna Life presided at Tuesday's meeting in the absence of Vice-president Budlong.

In view of the fact that the September meeting was omitted, it was planned to hold an additional evening meeting some time late in October, at which it is expected that James L. Rainey of the Missouri State Life, whose address on salesmanship at the recent meeting of the Health & Accident Underwriters Conference attracted so much attention, will be the speaker.

Offers New Aviation Policy

The Independence Indemnity announces an addition to its aviation coverage in the form of an "aviation accident policy—for daylight flying only." This policy provides indemnity for the loss of life, limbs, or sight.

The schedule of indemnity provides \$2,500 for loss of life; \$2,500 for complete loss or dismemberment of both hands, both feet, one hand and one foot, or entire loss of sight of both eyes. It pays \$250 for loss of one hand or one foot, and \$750 for the loss of one eye. Not more than four policies of this form are to be issued in the name of the same person for the hazard during the same flight.

This policy will not cover any person under 18 years, or any person over 65, is specifically designed to cover the hazard of daylight flying only, and affords protection only within the United States, and American territorial waters, limited to five miles off-shore. The company has prepared the following riders, each of which calls for an additional premium:

1. Weekly indemnity rider for \$12.50.
2. Thirty-minute flight rider for policy of \$2,500.
3. Night flying rider.

Ptomaine-Accident Suit Filed

LINCOLN, NEB., Oct. 11.—The Travelers has been sued for \$30,048 by Mrs. Flora Snell, widow of N. Z. Snell, founder and president of the Midwest Life of Lincoln, who died a little over a year ago. Suit is on a policy issued in 1912 which covered death from accident while engaged in traveling. Mrs. Snell alleges that his death was the result of ptomaine poisoning while he was traveling on the steamboat Finland from San Francisco to New York on March 31, 1927. One clause in the contract covered accidental death from poisoning. The company denies any liability, claiming that death was not due to the attack of ptomaine poisoning five months before, but to natural causes.

Dismissed by U. S. Supreme Court

WASHINGTON, D. C., Oct. 10.—The United States Supreme Court has dismissed the petition of Roberta T. Lyon, seeking recovery from the Travelers' Protective Association of \$10,000 for the death of her husband, Arthur Lyon.

The policy provided for payment of the amount claimed in the event the insured died as a result of external, violent and accidental means. The insured died following exertion in driving his automobile after a storm, the car getting off the road and into the woods, the insured getting back only after great exertion. He died shortly afterward.

The lower courts dismissed the suit

on the ground that there was not sufficient evidence to show that death had resulted from violent, external and accidental means, as specified in the policy.

Dallas Company Increases Capital

Approval has been given by Assistant Attorney General Fuller of Texas to an amendment to the charter of the Universal Life & Accident of Dallas, increasing its capital stock from \$50,000 to \$60,000.

Ohio State Contest Winners

The Ohio State Life has just closed a contest in the health and accident division in honor of Superintendent of Agencies R. S. Fisher, the winners in which were F. H. Hertel, Columbus; Ben Rothstein, Cincinnati; William E. Quigley, Lorain; E. C. Durnell, Bellefontaine, and J. W. Tilton, Lexington, Ky.

Report on Texas Carrier

LANSING, MICH., Oct. 10.—The Michigan department recently has been attempting to give publicity to the actual standing of an unauthorized assessment carrier which has been seeking business among Michigan professional men. Several reports were received to the effect that alluring circulars were being received from this concern, the Physicians Health & Accident of Dallas, Tex. Inquiry on the part of the department elicited the information from R. B. Cousins, Jr., chairman of the board of insurance commissioners of Texas, that a recent examination showed the assessment company to have had assets of \$7,038 and a surplus of \$1,196.25.

Approve New Chicago Company

The certificate of association of Physicians Protective Casualty, 105 West Adams street, Chicago, an assessment accident and health association, has been approved by the Illinois department.

The Hudson Casualty of Jersey City has appointed Leon Miroff regional agent at Liberty, N. Y.

BURGLARY INSURANCE

SETTLED ON MARKET VALUE

Jury Upholds Contention of Assured in Case Decided in New York Against Union Indemnity

Market value, not original cost, is the basis on which the case of Goodman Brothers, New York furriers, against the Union Indemnity, was settled with a verdict for \$8,328, the full amount of plaintiff's claim with interest, against the insurers.

The defendant company contended that the plaintiffs could not recover because in their stock book they entered the cost price of their merchandise as it was received, but the book showed a higher valuation for merchandise on hand than did the general ledger, in which they entered the actual physical inventory of stock at current market prices. Counsel for the plaintiffs contended that recovery should be based on the actual valuation of the merchandise as entered in the general ledger. The jury accepted this view.

Rates to Be Increased

PHILADELPHIA, Oct. 10.—An upward revision in bank burglary rates for certain parts of the country where losses have been unusually heavy, and an average rate reduction of about 11 per cent in residence burglary rates throughout the Greater New York territory, was decided upon at a recent meeting of the burglary department of the National Bureau of Casualty & Surety Underwriters. The new figures will be promulgated within a short time.

Lock Expert Addresses Club

William F. Schmidt, Chicago manager

No Extravagant Claims

In this day of keen competition, it is not surprising to find folks resorting to the use of superlatives. Not to use them is rather the exception. Yet, if everyone renders superlative service there can be no best.

So far as we are concerned, we are content to have it said of us that here is an ably managed company; familiar with, and considerate of the agent's viewpoint; a company that knows its business. All of which is proved by performance.

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THE UNITED STATES FIDELITY AND GUARANTY COMPANY, essentially an agency company, leads the field in volume of premiums written. For the first six months of this year gross premiums were at the rate of \$48,000,000 annually.

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OPPORTUNITIES

A man possessing personality, initiative and executive ability, 15 years Casualty Insurance experience is moving from the East November 15th and desires connection in Los Angeles. What have you? Address **G-81**, care The National Underwriter.

Wanted home office connection with live company by a young man, now engaged in general law practice, who has had nine years' experience in home office and field work with a successful mid-west company. Have held responsible positions in various home office departments. Three years in agency and field work. Address **G-83**, The National Underwriter.

We have open territory in Illinois, Iowa, and Wisconsin for traveling representatives to call on Surgeons and Attorneys in connection with Workmen's Compensation. Excellent opportunity for right man. Salary and commission. Give your affiliations and references in first letter. Address **G-86**, care The National Underwriter.

WANTED

Young man equipped with necessary experience, training and personality to handle Surety and Casualty underwriting in Chicago Agency, and also solicit same lines. State age, experience and salary. Address **G-74**, care The National Underwriter.

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**Fidelity and Surety Bonds, Automobile
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Appreciate the co-operation of the

Massachusetts Bonding & Insurance Company

BOSTON

T. J. FALVEY, President

Write for Territory

Paid-in Capital, \$4,000,000

Surplus to Policyholders, \$8,900,376.38

Admitted Assets, \$17,503,865.43

**Re-Insurance
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of the Yale & Towne Lock Company, addressed the last monthly meeting of the Burglary Underwriters Club of Chicago on the general subject of locks in their relation to burglary underwriting. After telling in detail how the process of manufacture is conducted at his company's plant, he exhibited a series of

locks and explained the evolution of locks and keys.

The committee on rules and by-laws reported to the meeting that it has prepared a set of ordinances for the membership. It is expected that final action will be taken on these at the next meeting.

PERSONAL GLIMPSES OF CASUALTY MEN

A. J. Ferres, vice-president of the Fidelity & Casualty, is visiting the company's agencies in the central west.

Morgan B. Brainard, president of the Aetna Life and affiliated companies, had his first airplane ride recently. A large tri-motored plane visited Hartford and many leading citizens were treated to their first rides. President Brainard is known as an executive who does not view airplane hazards lightly.

John J. Kennedy has been elected grand knight of the Chattanooga Knights of Columbus. Mr. Kennedy is the assistant manager of the commercial accident and health department and underwriter in the home office of the Provident Life & Accident.

W. Freeland Kendrick, who was recently elected president of the Commonwealth Casualty to succeed Henry C. Stewart, resigned, is a former mayor of Philadelphia and one of the most prominent men in that city in business and civic affairs. He has been for some time a director of the Commonwealth and has taken an active interest in it. He represented the company at the recent meeting of the Health & Accident



W. FREELAND KENDRICK

Underwriters Conference in Chicago, and extended an invitation to that organization to hold its next meeting in Philadelphia.

AMONG SURETY MEN

TAKES NO ACTION ON LLOYDS

Philadelphia Association in Move for Uniform Act to Penalize Unauthorized Carriers

Contrary to expectations, the Surety Underwriters Association of Philadelphia took no action at its first fall meeting to counteract the placing of unauthorized insurance in Lloyds of London on several financial institutions in the Philadelphia territory. The matter is in the hands of the legislative committee of the association. The com-

mittee will urge the 1929 session of the Pennsylvania legislature to pass a uniform act drafted by the Surety Association of America to penalize institutions which place contracts with unauthorized insurance carriers.

The nominating committee of the Philadelphia Association, of which Edward Hoopes of the Fidelity & Deposit is chairman, presented a ticket of officers as follows to be voted on at the annual meeting Nov. 5: President, S. J. Carr, American Employers; vice-president, C. B. Weed, American Surety; secretary, W. R. Schoffstall, Southern Surety; treasurer, T. U. Schock, Union Indemnity; executive committee: A. J. Miller, Royal Indemnity; S. J. Carr, C. B. Weed, F. B. Burdall, Massachusetts Bonding; W. S. Kiet, Hartford Indemnity; W. R. Parker, New Amsterdam Casualty; W. H. Bartley, Maryland Casualty.

C. R. Rosenberg was appointed chairman of the entertainment committee to plan for the annual dinner in November.

STATE BOND FUND HARD HIT

Decision of South Dakota Supreme Court Wipes Out \$75,000 of Its \$100,000 Surplus

PIERRE, S. D., Oct. 9.—The holding of the supreme court in the cases of Roberts County vs. A. E. Wickhard and the state bonding department, and Perkins County vs. William Nelson and the state bonding department, are a precedent which will bring a liability of approximately \$75,000 against the state bonding fund.

The issue in these cases was the liability of the treasurers of the two counties, with bonds furnished by the state bonding department, where the treasurer had made deposits in excess of 50 percent of the capital and surplus of a bank, and the bank failed.

The state law provides that under the

guaranty system when a treasurer deposits money in a state bank under orders of the board controlling deposits of public funds, he is to be relieved of liability for such deposits. But the law also limits the amount of public funds which can be deposited in any one bank to 50 percent of its capital and surplus, and the supreme court holds in the two cases that the state bonding department is liable for any deposits in excess of the legal limit at the time the banks were closed. The combined excess deposits in these two banks were \$30,000. There are also other suits pending which involve the same issues and are to a large extent settled by the findings in these cases.

This is the first heavy demand which has been made on the state bonding department since it was created, and will cut down the existing surplus of a little more than \$100,000 very materially.

Land Bank Case Appealed

LINCOLN, NEB., Oct. 10.—The New Amsterdam Casualty has appealed to the Supreme Court from a decision in Omaha that denies it recovery on a claim for \$55,000 against the Omaha National Bank. The casualty company issued a policy to the Federal Land Bank at Omaha against losses in any of its transactions, and paid this sum to that bank following the failure of two South Dakota banks that carried heavy deposits of local farm loan associations through which the land bank operates.

Later it was discovered that all of these deposits were made by the secretary of the local association, and represented the proceeds of checks drawn to individual borrowers by the land bank on the Omaha National, but which had been endorsed only by the secretary, in whose favor they were not drawn. The casualty company denounces these as forgeries, and seeks to hold the Omaha National on the theory that it cashed checks bearing forged endorsements at its risk.

No Subrogation for State Fund

LINCOLN, NEB., Oct. 10.—The Fidelity & Deposit is relieved, in a supreme court decision just filed, of any liability to repay \$44,500 for which the state deposit guaranty fund had sued it, representing the amount the fund had to pay to the Custer county treasurer, representing the public deposit in the Berwyn State Bank when it failed.

The court says the guaranty fund is primarily liable and bonding companies secondarily liable for public deposits in failed banks, due to the fact that deposit guaranty law makes no distinction between deposits. In addition the fund, being solely a creature of the statute, it can be reimbursed only to the extent and in the manner provided by law, and the only right of subrogation this gives it limited to the assets of the bank.

Stations Man at Cedar Rapids

Richard D. Searles has been appointed Iowa representative of the Chicago branch office of the Fidelity & Deposit under W. H. Hansmann. He will have his headquarters in the O. R. C. building in Cedar Rapids. The territory of the Chicago branch office includes eastern Iowa and Cedar Rapids is a central point for that section of the state. Mr. Searles has been in the branch office at Chicago for a number of years, but will now move to Cedar Rapids.

Chicago Body Meets Oct. 16

The next monthly meeting of the Surety Underwriters Association of Chicago will be held Oct. 16 at noon in the Midland Club.

New Surety Course Offered

BALTIMORE, Oct. 10.—A new course in the fundamentals of suretyship is the latest production of the training school of the Maryland Casualty, the author being Superintendent Lincoln H. Lippincott. The course is intended as an aid to the systematic acquiring of skill in selling and underwriting surety bonds. The new course consists of a series of nine lessons, which include: Surety Opportunities, The Nature of Suretyship, Surety Guarantees, Surety Bonds in Action, Surety Bonds at Work, By-Products of Suretyship, The Underwriting of Surety Bonds, The Business of Suretyship, and Getting Surety Business.

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CASUALTY REINSURANCE AND EXCESS EXCLUSIVELY

Continuing the facilities we have provided for carriers needing reinsurance outlet, we have amended our name to align it more closely with our particular field of operations, without changing in any manner the status of our Company or the terms of its treaties entered into under the old name, Employers Indemnity Corporation. Our underwriting policies and executive personnel remain the same.

Although additional capital was not required for underwriting purposes we have added \$2,427,000 to our capital and surplus, enhancing the intrinsic value of our contracts by providing a considerably heavier background of resources.

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